

SOLICITATION NUMBER: RFB 7702	OPENING DATE: November 16, 2016
SUPPLIES OR SERVICES: Audio Visual System Full Maintenance Services	

OFFEROR / BIDDER	Basis of Award
Cabledout	\$2,354,564.46
Birdi & Associates, Inc.	\$1,971,132.00
Digital Networks Group, Inc.	\$2,039,061.66
Karcher Group, Inc.	\$1,643,453.42
Eidim Group, Inc.	\$2,356,373.12
IES Commercial, Inc.	\$2,349,276.00
Spinitar	\$1,584,056.00

Date: _____

Bid Officer: _____

Bid Clerk: _____

This abstract ONLY indicates the APPARENT low bidder. Conditions that may displace an apparent low bidder include, but are not limited to: math errors, conditioning of bid, mistake in bid, failing pre-award Survey, and the bid being non responsive.

SOLICITATION NUMBER: RFB 7702	OPENING DATE: November 16, 2016
SUPPLIES OR SERVICES: Audio Visual System Full Maintenance Services	

OFFEROR / BIDDER	Basis of Award
CABLEDOUT	\$ 214,998 -
BIRDI & ASSOC	1,971,161 -
DIGITAL NETWORKS GRP	2,039,061.59
KARCHER GROUP	1,643,454 -
EIDIM GROUP	2,356,373.77
IES COMM	2,229,406 -
SPINITAR	1,459,416 -

Date: 11/16/16

Bid Officer: 

Bid Clerk: 

This abstract ONLY indicates the APPARENT low bidder. Conditions that may displace an apparent low bidder include, but are not limited to: math errors, conditioning of bid, mistake in bid, failing pre-award Survey, and the bid being non responsive.

Bids
Received

2016/11/02 AM09:49 19s

1



CABLEDOUT
1939 Olivia Gln
Escondido, CA 92025
RFB 7702

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM**

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPONSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPEINING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE **MUST** INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 589537

DIR REGISTRATION NUMBER 1000044194

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 | 2 | 3 | 4 | 5 |

<u>SUBJECT TO ACCEPTANCE WITHIN 90 DAYS</u>	<u>PAYMENT TERMS NET 30 DAYS OR % DAY</u>
NAME AND ADDRESS OF BIDDER Cabledout	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER:
STREET, CITY, STATE, ZIP 1939 Olivia Gln Escondido, CA 92025	W. Edward Williams <u>11/11/16</u>
TELEPHONE: NUMBER (760) 215-2413	SIGNATURE OFFEROR DATE
FAX TELEPHONE: ()	PRINTED NAME: Willie Williams
E-MAIL wilwillie@cabledout.com	PRINTED TITLE: Owner

-NOTIFICATION OF AWARD -

ACCEPTANCE AS TO ITEM(S) NUMBERED:

(VC No.)

(THIS SECTION FOR COUNTY USE ONLY)

COUNTY OF SAN DIEGO

By: _____ DATE: _____

JOHN M. PELLEGRINO, DIRECTOR

DEPT OF PURCHASING & CONTRACTING

TOTAL AMOUNT

AWARD NO.

NAME AND TITLE OF CONTRACTING OFFICER

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

1. BUSINESS TYPE

- For-profit Non-profit Government
Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

- 3.1.** Are you a local business with a physical address within the County of San Diego? Yes No
- 3.2.** Are you certified by the State of California as a:
 Disabled Veteran Business Enterprise (DVBE)
Certification #: _____
 Small Business Enterprise (SBE)
Certification #: _____
- 3.3.** Are you certified by the U.S. Dept Of Veterans' Affairs as:
 Veteran Owned Small Business (VOSB)
Certification # 080336917
 Service Disabled Veteran Owned Small Business (SDVOSB)
Certification # _____
- 3.4.** Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100 %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

- 4.1.** Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:
- 4.1.1.** Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.
- 4.1.2.** Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- 4.2.** Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:
- 4.2.1** Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

- 4.2.2** Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;
- 4.2.3** Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.
- 4.2.4** If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

- 6.1.** The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;
- 6.2.** Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and
- 6.3.** No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Willie Williams
Title: Owner
Company/Organization: Cabledout

Signature: *Willie Williams*
Date: November 1, 2016

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT**

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: Cabledout ("Offeror") with reference to the following facts:

WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT – CONFIDENTIAL PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>Cabledout</u>
Authorized Representative Name:	<u>Willie Williams</u>
Authorized Representative Title:	<u>Owner</u>
Signature: <u>W. Edward Williams</u>	Date: <u>11/1/2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 20,374.75	\$ 122,248.50
2	General Maintenance and Support for CAC	6	Monthly	\$ 6,791.59	\$ 40,749.50
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 9467.00	\$ 52,000.00
INITIAL TERM PERIOD – TOTAL PRICE					\$ 214,998.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 104 ⁰⁰
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FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 25,291.65	\$ 303,499.80
2	General Maintenance and Support for CAC	12	Monthly	\$ 9,340.55	\$ 101,146.40
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 8,927.00	\$ 107,120.00
FIRST OPTION PERIOD – TOTAL PRICE					\$ 511,766.40

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 107 ¹²
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SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 26,050.40	\$ 312,604.80
2	General Maintenance and Support for CAC	12	Monthly	\$ 8683.50	\$ 104,201.60
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 9195.00	\$ 110,340.00
SECOND OPTION PERIOD – TOTAL PRICE					\$527,146.40

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 110 ³⁴
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 26,831.91	\$ 321,982.94
2	General Maintenance and Support for CAC	12	Monthly	\$ 8944.00	\$ 107,327.65
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 9470.95 9470.85	\$ 113,650.20
THIRD OPTION PERIOD – TOTAL PRICE					\$ 542,966.29

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 113 ⁶⁵
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

REQUEST FOR BID (RFB) 7702
 DEPARTMENT OF GENERAL SERVICES
 AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
 SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 27,036.97	\$ 331,642.43
2	General Maintenance and Support for CAC	12	Monthly	\$ 9212.29	\$ 110,547.48
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 9712.96	\$ 117,059.50
THIRD OPTION PERIOD – TOTAL PRICE					\$ 559,249.41

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 117 ⁰⁶ / ₁₀₀
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 214,998.00
FIRST OPTION PERIOD – TOTAL PRICE	\$ 511,786.40
SECOND OPTION PERIOD – TOTAL PRICE	\$ 527,146.90
THIRD OPTION PERIOD – TOTAL PRICE	\$ 542,960.79
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 559,249.41
BASIS OF AWARD	\$ 214,998.00

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
	<i>None</i>				

Total Percent SUBCONTRACTED: *None*

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section

Offeror:

Willie Williams

Offeror's Representative:

Exemptions (complete only if Offeror qualifies for one of the exemptions below)

Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:

- Government Agency
- Nonprofit Organization
- Small Business Enterprise (SBE), pursuant to Board Policy B-53
State of California SBE Certification #: _____
- Veteran Owned Business (VOB), pursuant to Board Policy B-39a

VOB status due to certification as a:

- DVBE - State of California Certification #: _____
- VOSB - U.S. VA Certification #: 080334917
- SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)

- Offeror will self-perform 100% of the services.
- Complete and attach DVBE Subcontractor Participation Plan
- Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

Next

Bid



Birdi & Associates, Inc.

From Solutions to Service

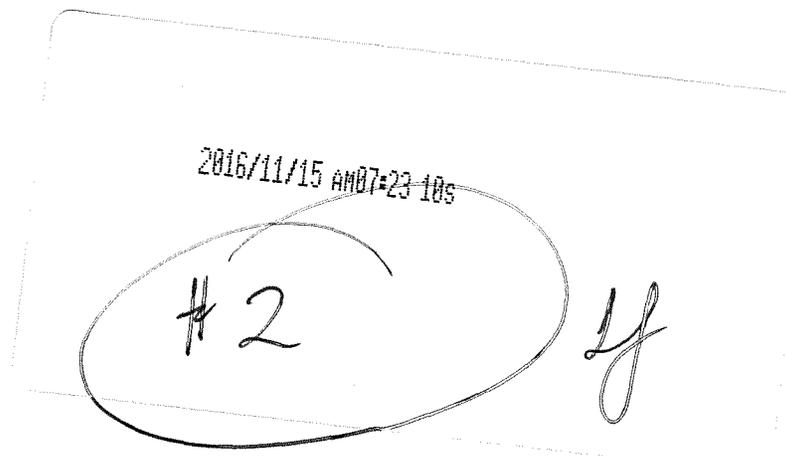
Lewis Barnum

Birdi & Associates, Inc.

555 W. 5th Street, Suite 3100

Los Angeles, CA 90013

(213) 550-4250 Ext. 105



County of San Diego

County Purchasing and Contracting
Department

RFB 7702

**RFB Title: AUDIO VISUAL SYSTEM
FULL MAINTENANCE SERVICES**

5560 Overland Avenue, Suite 270

San Diego, CA 92123-1204

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM**

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPNSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPEINING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE **MUST** INCLUDE **RFB NO. 7702**

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

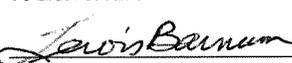
INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
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PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 980383

DIR REGISTRATION NUMBER 1000013344

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN 90 DAYS	PAYMENT TERMS NET 30 DAYS OR % DAY
NAME AND ADDRESS OF BIDDER Birdi & Associates, Inc.	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER:
STREET, CITY, STATE, ZIP 525 B Street, Suite 1500 San Diego, CA 92101	 11/10/2016
TELEPHONE: NUMBER () 213-550-4250	SIGNATURE OFFEROR DATE
FAX TELEPHONE: () 626-628-1761	PRINTED NAME: Lewis Barnum
E-MAIL <u>lbarnum@birdi-inc.com</u>	PRINTED TITLE: Vice President

-NOTIFICATION OF AWARD -

ACCEPTANCE AS TO ITEM(S) NUMBERED: (VC No.)	(THIS SECTION FOR COUNTY USE ONLY) COUNTY OF SAN DIEGO By: <u>JOHN M. PELLEGRINO, DIRECTOR</u> DATE: _____ DEPT OF PURCHASING & CONTRACTING
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TOTAL AMOUNT	AWARD No.	NAME AND TITLE OF CONTRACTING OFFICER
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SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

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1. BUSINESS TYPE

For-profit Non-profit Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

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3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:

Disabled Veteran Business Enterprise (DVBE)

Certification #: _____

Small Business Enterprise (SBE)

Certification #: 44579 (DGS)

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:

Veteran Owned Small Business (VOSB)

Certification # _____

Service Disabled Veteran Owned Small Business (SDVOSB)

Certification # _____

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): _____ %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1 Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2 Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3 Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4 If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

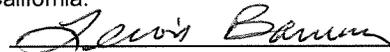
CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Lewis Barnum

Title: Vice President

Company/Organization: Birdi & Associates, Inc.

Signature: 

Date: 11/10/2016

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT**

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: Birdi & Associates, Inc. ("Offeror") with reference to the following facts:

WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT – CONFIDENTIAL/PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>Birdi & Associates, Inc.</u>
Authorized Representative Name:	<u>Lewis Barnum</u>
Authorized Representative Title:	<u>Vice President</u>
Signature: <u><i>Lewis Barnum</i></u>	Date: <u>11/10/2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE REQUIREMENTS AND FORMS

The County, as a matter of policy, encourages the participation of Disabled Veterans Business Enterprises (DVBE) through DVBE Subcontractor Participation goals. County of San Diego, Board of Supervisors DVBE policy B-39a is found at <http://www.sdcountry.ca.gov/cob/policy/index.html#>. The County DVBE program recognizes the State of California DVBE certification, which may be found at <http://www.pd.dgs.ca.gov>.

For this solicitation:

Bidder/Offeror (Offeror) must meet or exceed a 3% DVBE Subcontractor Participation goal or show a good faith effort to do so. Offeror must submit a DVBE Subcontractor Participation Summary and DVBE Subcontractor Participation Plan based on total pricing/payment schedule of its submittal. If the DVBE Subcontractor Participation Plan does not show that Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal, Offeror must provide Documentation of a Good Faith Effort. Offerors are encouraged to submit the Documentation of Good Faith Effort even if they have met or exceeded the 3% DVBE Subcontractor Participation goal in the event that all or part of the DVBE Subcontractor Participation Plan is determined to be ineligible. County reserves the right to request a Documentation of Good Faith Effort from any Offeror regardless of utilization calculated on the DVBE Subcontractor Participation Plan.

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
	NONE		NONE		

Total Percent SUBCONTRACTED: 0 %

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS
DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION

BUSINESS NAME (PRIME)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
Birdi & Associates, Inc.	1000013344	lbarnum@birdi-inc.com

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input checked="" type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
Not Applicable		

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section	
Offeror:	Birdi & Associates, Inc.
Offeror's Representative:	Lewis Barnum

Exemptions (complete only if Offeror qualifies for one of the exemptions below)	
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:	
<input type="checkbox"/>	Government Agency
<input type="checkbox"/>	Nonprofit Organization
<input checked="" type="checkbox"/>	Small Business Enterprise (SBE), pursuant to Board Policy B-53 State of California SBE Certification #: <u>44579 (DGS)</u>
<input type="checkbox"/>	Veteran Owned Business (VOB), pursuant to Board Policy B-39a VOB status due to certification as a: <input type="checkbox"/> DVBE - State of California Certification #: _____ <input type="checkbox"/> VOSB - U.S. VA Certification #: _____ <input type="checkbox"/> SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)	
<input type="checkbox"/>	Offeror will self-perform 100% of the services.
<input type="checkbox"/>	Complete and attach DVBE Subcontractor Participation Plan
<input type="checkbox"/>	Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION PLAN

Offeror: Birdi & Associates, Inc. Offeror Representative: Lewis Barnum

Project Title: Audio Visual Systems Full Maintenance Services

ITEM NO.	DESCRIPTION OF WORK, SERVICE OR MATERIAL	NAME, ADDRESS, TELEPHONE NUMBER AND CERTIFICATION NUMBER OF CERTIFIED DVBE TO BE USED	DOLLAR AMOUNT TO BE PAID THIS DVBE
	Not Applicable	Name: Not Applicable	N/A
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
TOTAL AMOUNT TO CERTIFIED DVBE			\$

Use additional sheets if necessary. Compute utilization on last sheet.

Sheet ____ of ____ (complete if submitting more than one sheet)

COMPUTATION OF UTILIZATION AND COMPARISON WITH THE SUBCONTRACTOR PARTICIPATION GOAL	
$\frac{\text{Total Amount to Certified DVBE}}{\text{Total Bid/Proposal}} \times 100 = \text{Percent of Utilization}$	Goal = 3%
$\text{_____} \times 100 = \text{_____}\%$	Submit Documentation of Good Faith Effort if goal is not met.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	Not Applicable		
2.	Not Applicable		
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

Sheet ____ of ____ (complete if submitting more than one sheet)

B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

Supplier Profile

State of California Certification



Certification ID : 44579

Legal Business Name

BIRDI & ASSOCIATES INC

Doing Business As (DBA) Name1:

BIRDI & ASSOCIATES INC

Doing Business As (DBA) Name2:

Office Phone Number

213/550-4250

Business Fax Number

626/628-1761

Business Web Address

<http://www.birdi-inc.com> (<http://www.birdi-inc.com>)

Address

**723 EAST GREEN STREET
PASADENA
CA 91101**

Email:

npeterson@birdi-inc.com (<mailto:npeterson@birdi-inc.com>)

Total No. of Employees

35

Business Types:

Service

Notification Preference

Email

Service Areas

Alameda , Alpine , Amador , Butte , Calaveras , Colusa , Contra Costa , Del Norte , El Dorado , Fresno , Glenn , Humboldt , Imperial , Inyo , Kern , Kings , Lake , Lassen , Los Angeles , Madera , Marin , Mariposa , Mendocino , Merced , Modoc , Mono , Monterey , Napa , Nevada , Orange , Placer , Plumas , Riverside , Sacramento , San Benito , San Bernardino , San Diego , San Francisco , San Joaquin , San Luis Obispo , San Mateo , Santa Barbara , Santa Clara , Santa Cruz , Shasta , Sierra , Siskiyou , Solano , Sonoma , Stanislaus , Sutter , Tehama , Trinity , Tulare , Tuolumne , Ventura , Yolo , Yuba

[View Keywords](#)

[View Classifications](#)

[View SB](#)

[Amend SB](#)

[Apply as Disabled Veteran Business Enterprise \(DVBE\)](#)

Active Certifications

?

Certification Type	Application Date	Status	Status Date/Time	From	To	Cancel
SB	02/12/2014	Approved	09/29/16 11:51AM	02/12/2014	02/28/2017	

Certification History

?

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**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE**

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 15,265	\$ 91,590
2	General Maintenance and Support for CAC	6	Monthly	\$ 15,265	\$ 91,590
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 6,020	\$ 36,120
INITIAL TERM PERIOD – TOTAL PRICE					\$ 219,300

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 82.00
---------------------------------	----------

FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 14,448	\$ 173,367
2	General Maintenance and Support for CAC	12	Monthly	\$ 14,448	\$ 173,367
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 5,418	\$ 65,016
FIRST OPTION PERIOD – TOTAL PRICE					\$ 411,768

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 84.50
---------------------------------	----------

SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 15,170	\$ 182,045
2	General Maintenance and Support for CAC	12	Monthly	\$ 15,170	\$ 182,045
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 6,398	\$ 76,781
SECOND OPTION PERIOD – TOTAL PRICE					\$ 440,870

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 87.00
---------------------------------	----------

THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 15,473	\$ 185,677
2	General Maintenance and Support for CAC	12	Monthly	\$ 15,473	\$ 185,677
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 6,521	\$ 78,677
THIRD OPTION PERIOD – TOTAL PRICE					\$ 449,611

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
---------------------------------	----------

SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 15,473	\$ 185,677
2	General Maintenance and Support for CAC	12	Monthly	\$ 15,473	\$185,677
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 6,521	\$ 78,677
THIRD OPTION PERIOD – TOTAL PRICE					\$ 449,611

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
---------------------------------	----------

PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 219,300
FIRST OPTION PERIOD – TOTAL PRICE	\$ 411,768
SECOND OPTION PERIOD – TOTAL PRICE	\$ 440,870
THIRD OPTION PERIOD – TOTAL PRICE	\$ 449,611
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 449,611
BASIS OF AWARD	\$ 1,971,161.00

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

Next

Bid

Digital Networks Group, Inc.
20382 Hermana Circle
Lake Forest, CA 92630

County of San Diego
Dept. of Purchasing & Contracting
5560 Overland Ave., Suite 270
San Diego, CA 92123

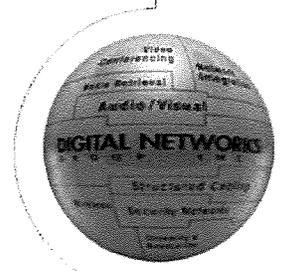
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RFB #7702
Dept. of GS AV System
Full Maintenance Services
DUE: November 16, 2016, 11:00am

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- Indemnification Agreement
- Pricing Schedule
- Designation of Subcontractors
- DVBE Subcontractor Participation Summary
- DVBE Subcontractor Participation Plan

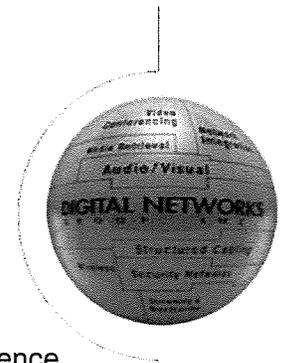
Section 2 Company Information

- Company Overview
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100 Columbia Suite 100 • Aliso Viejo, CA 92656 • Tel: 949.428.6333 • Fax: 949.428.6334

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100 Columbia Suite 100 • Aliso Viejo, CA 92656 • Tel: 949.428.6333 • Fax: 949.428.6334



www.digitalnetworksgroup.com

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPONSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
 EACH LOT
 TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPENING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE **MUST** INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 822511

DIR REGISTRATION NUMBER 1000001928

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN 90 DAYS

NAME AND ADDRESS OF BIDDER
Digital Networks Group, Inc.
STREET, CITY, STATE, ZIP
20382 Hermana Circle
Lake Forest, CA 92630
TELEPHONE: NUMBER (949) 428-6333
FAX TELEPHONE: (949) 428-6334

E-MAIL salessupport@digitalnetworksgroup.com

PAYMENT TERMS NET 30 DAYS OR % DAY

NAME AND TITLE OF PERSON AUTHORIZED

TO SIGN OFFER:



SIGNATURE

11-16-16

OFFEROR DATE

PRINTED NAME: Mike Stammire

PRINTED TITLE: President

-NOTIFICATION OF AWARD -

ACCEPTANCE AS TO ITEM(S) NUMBERED:

(VC No.)

(THIS SECTION FOR COUNTY USE ONLY)

COUNTY OF SAN DIEGO

By: _____ DATE: _____

JOHN M. PELLEGRINO, DIRECTOR
DEPT OF PURCHASING & CONTRACTING

TOTAL AMOUNT

AWARD NO.

NAME AND TITLE OF CONTRACTING OFFICER

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

BUSINESS TYPE

For-profit Non-profit Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:

Disabled Veteran Business Enterprise (DVBE)

Certification #: N/A

Small Business Enterprise (SBE)

Certification #: N/A

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:

Veteran Owned Small Business (VOSB)

Certification # N/A

Service Disabled Veteran Owned Small Business (SDVOSB)

Certification # N/A

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100 %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1 Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2 Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3 Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4 If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Mike Stammire

Title: President

Company/Organization: Digital Networks Group, Inc.

Signature: 

Date: 11-16-16

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT**

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: Digital Networks Group, Inc. ("Offeror") with reference to the following facts:

WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT – CONFIDENTIAL/PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>Digital Networks Group, Inc.</u>
Authorized Representative Name:	<u>Mike Stammire</u>
Authorized Representative Title:	<u>President</u>
Signature: 	Date: <u>11-16-16</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$19,687.96	\$118,127.76
2	General Maintenance and Support for CAC	6	Monthly	\$2,460.99	\$ 14,765.94
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 14,782.50	\$ 88,695.00
INITIAL TERM PERIOD – TOTAL PRICE					\$ 221,588.70

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135.00
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FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$19,884.84	\$238,618.08
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,485.60	\$ 29,827.20
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 14,930.33	\$ 179,163.96
FIRST OPTION PERIOD – TOTAL PRICE					\$ 447,609.24

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135.00
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SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 20,083.69	\$ 241,004.28
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,510.46	\$ 30,125.52
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 15,079.63	\$ 180,955.56
SECOND OPTION PERIOD – TOTAL PRICE					\$452,085.36

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135.00
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 20,284.52	\$ 243,414.24
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,535.57	\$ 30,425.84
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 15,230.42	\$ 182,765.04
THIRD OPTION PERIOD – TOTAL PRICE					\$456,606.12

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135.00
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$20,487.37	\$245,848.44
2	General Maintenance and Support for CAC	12	Monthly	\$2,560.92	\$30,731.04
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$15,382.73	\$184,592.76
THIRD OPTION PERIOD – TOTAL PRICE					\$461,172.24

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135.00
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 221,588.70
FIRST OPTION PERIOD – TOTAL PRICE	\$ 447,609.24
SECOND OPTION PERIOD – TOTAL PRICE	\$ 452,085.36
THIRD OPTION PERIOD – TOTAL PRICE	\$ 456,606.12
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 461,172.24
BASIS OF AWARD	\$ 2,039,061.59

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
	NONE				

Total Percent SUBCONTRACTED: 0.00%

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS
DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION

BUSINESS NAME (PRIME)	DIR REGISTRATION NO.	EMAIL ADDRESS <small>(Point of Contact for <u>this</u> Project)</small>
Digital Networks Group, Inc.	1000001928	service@digitalnetworksgroup.com
CLASSIFICATIONS TO BE USED FOR <u>THIS</u> PROJECT:		
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER
<input checked="" type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS
<input type="checkbox"/> TILE WORKERS		<input type="checkbox"/> CARPENTERS
		<input type="checkbox"/> DRYWALL/LATHERS
		<input type="checkbox"/> IRON WORKERS
		<input type="checkbox"/> PAINTERS
		<input type="checkbox"/> ROOFERS
		<input type="checkbox"/> TEAMSTER
BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS <small>(Point of Contact for <u>this</u> Project)</small>
NONE		
CLASSIFICATIONS TO BE USED FOR <u>THIS</u> PROJECT:		
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS
<input type="checkbox"/> TILE WORKERS		<input type="checkbox"/> CARPENTERS
		<input type="checkbox"/> DRYWALL/LATHERS
		<input type="checkbox"/> IRON WORKERS
		<input type="checkbox"/> PAINTERS
		<input type="checkbox"/> ROOFERS
		<input type="checkbox"/> TEAMSTER
BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS <small>(Point of Contact for <u>this</u> Project)</small>
NONE		
CLASSIFICATIONS TO BE USED FOR <u>THIS</u> PROJECT:		
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS
<input type="checkbox"/> TILE WORKERS		<input type="checkbox"/> CARPENTERS
		<input type="checkbox"/> DRYWALL/LATHERS
		<input type="checkbox"/> IRON WORKERS
		<input type="checkbox"/> PAINTERS
		<input type="checkbox"/> ROOFERS
		<input type="checkbox"/> TEAMSTER

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE REQUIREMENTS AND FORMS

The County, as a matter of policy, encourages the participation of Disabled Veterans Business Enterprises (DVBE) through DVBE Subcontractor Participation goals. County of San Diego, Board of Supervisors DVBE policy B-39a is found at <http://www.sdcounty.ca.gov/cob/policy/index.html#>. The County DVBE program recognizes the State of California DVBE certification, which may be found at <http://www.pd.dgs.ca.gov>.

For this solicitation:

Bidder/Offeror (Offeror) must meet or exceed a 3% DVBE Subcontractor Participation goal or show a good faith effort to do so. Offeror must submit a DVBE Subcontractor Participation Summary and DVBE Subcontractor Participation Plan based on total pricing/payment schedule of its submittal. If the DVBE Subcontractor Participation Plan does not show that Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal, Offeror must provide Documentation of a Good Faith Effort. Offerors are encouraged to submit the Documentation of Good Faith Effort even if they have met or exceeded the 3% DVBE Subcontractor Participation goal in the event that all or part of the DVBE Subcontractor Participation Plan is determined to be ineligible. County reserves the right to request a Documentation of Good Faith Effort from any Offeror regardless of utilization calculated on the DVBE Subcontractor Participation Plan.

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section
Offeror: Digital Networks Group, Inc.
Offeror's Representative: Mike Stammire, President

Exemptions (complete only if Offeror qualifies for one of the exemptions below)
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:
<input type="checkbox"/> Government Agency
<input type="checkbox"/> Nonprofit Organization
<input type="checkbox"/> Small Business Enterprise (SBE), pursuant to Board Policy B-53 State of California SBE Certification #: _____
<input type="checkbox"/> Veteran Owned Business (VOB), pursuant to Board Policy B-39a VOB status due to certification as a: <input type="checkbox"/> DVBE - State of California Certification #: _____ <input type="checkbox"/> VOSB - U.S. VA Certification #: _____ <input type="checkbox"/> SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)
<input type="checkbox"/> Offeror will self-perform 100% of the services.
<input type="checkbox"/> Complete and attach DVBE Subcontractor Participation Plan
<input checked="" type="checkbox"/> Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	**SEE ATTACHED		
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

Sheet ____ of ____ (complete if submitting more than one sheet)

B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

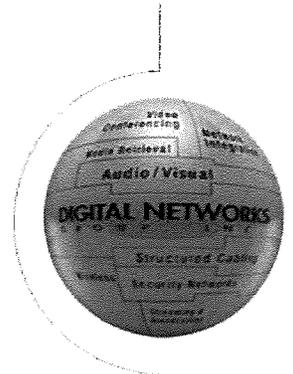
Company Overview

Company Overview

Digital Networks Group, Inc. (DNG) is a Southern California based technology systems integrator specializing in the design, engineering, programming, installation, professional development and servicing of turnkey audio visual and information technology related applications in the public and private sectors. Headquartered in Aliso Viejo, California, DNG has long been considered a thoughtleader when it comes to seamlessly implementing Audio / Visual ("AV") and Information Technology ("IT") systems into enterprise-level installations for the education, governmental and commercial markets.

DNG possesses a unique business value proposition include its unparalleled breadth of design and implementation competencies, a dedicated team of highly-trained technicians and engineers, the ability to deliver fully-integrated systems that address complex customer requirements without the use of sub-contractors, and a well-defined corporate culture that is focused on client service, system creativity and deep in-house technical expertise.

- **Implementation Capabilities** – DNG has the largest in-house roster of trained and certified technicians in Southern California making it one of the few systems integrators capable of implementing complex projects without the use of Sub-Contractors. This capability allows DNG to increase quality control and efficiency which increases customer good will and retention which currently stands at 92%+.
- **Training Academy** – *DNG's Training Academy* is unique in the industry and ensures that its engineers, project managers and field technical staff are skilled and proficient in the latest industry products and installation techniques. This commitment to ongoing internal training has consistently enabled DNG to retain customers and be awarded repeat business.
- **Public Sector Focus** – DNG has distinguished itself as a professional systems integrator in the SLED (State, Local & Education) market which has led to significant opportunities in high growth sectors including Health Care, Managed Services and Corporate Sales. The Company has cultivated long-standing relationships on a multitude of levels including university provosts, K12 superintendents, key consultants, construction managers, and contractors specializing in this field. DNG's ability to cultivate and retain these key relationships represents a distinct competitive advantage.
- **Seasoned Management Team** – DNG's executive leadership consists of the three founders who started as boyhood friends and have managed the core business for nearly 30-years. In addition to the founders, the Company employs extremely capable senior management, many of whom have had leadership roles at the Company for many years. This management team has cultivated a corporate culture that emphasizes teamwork and an uncompromising obsession to provide best-in-class customer service.



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Summary of Offerings

DNG's AV and IT competencies, coupled with in-house implementation capabilities, are considered key differentiators as compared to the traditional AV industry.

Examples of *Converged* and related competencies used to provide complete end-to-end customer solutions include:

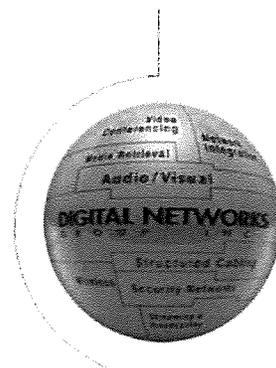
Key Competencies – See Overview Below

- Network Based Video Conferencing and Telepresence
- Virtual and Real Time Presentation
- IPTV & Live Video Streaming
- Digital On-Line Learning
- Wireless
- Collaborative Learning
- Digital Signage and Streaming Media
- Distance Learning
- Remote Collaboration
- Security and Surveillance
- Structured Cabling Systems for Voice, Data, and Video
- High Voltage Electrical Services
- Managed Services & Service Level Agreements

AUDIO-VISUAL & INFORMATION TECHNOLOGY – From telepresence to recording and broadcasting rich media content, presentation and collaboration to digital signage, digital platforms for learning, and virtual meeting spaces to theatrical venues, DNG designs and integrates the latest Audio/Visual (AV) and Information Technology (IT) based business solutions in the industry.

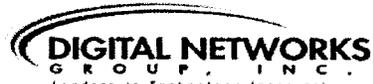
VIDEO CONFERENCING – Video conferencing is the next best alternative to a face-to-face meeting. With HD video quality on the front-end and a hyper-speed network on the back-end, today's video conferences approach the quality of a face-to-face meeting. DNG provides the know-how to deliver complete video conferencing solutions with the best products and solutions available on the market.

DIGITAL SIGNAGE – Digital Signage uses display technologies such as LCD, LED and Projection to display content such as digital images, video, streaming media, and information and can be found in public spaces, transportation systems, museums, stadiums, retail stores, hotels, restaurants, and corporate buildings, etc. As Southern California's leading AV/IT system integrator, DNG has successfully completed many digital signage projects in a large variety of markets including education, corporate, and retail. The Company's unique expertise in AV and IT technologies makes it the ideal partner to design, build and service digital signage solutions.



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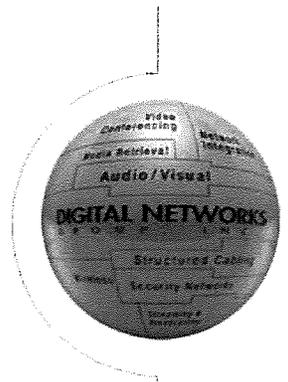
WIRELESS TECHNOLOGY – Today's education system is evolving to take full advantage of the potential for mobile technology devices to inspire learning and create independent, critical thinkers. DNG is able to provide a more complete wireless offering by providing the "active" components plus the installation of low voltage cabling. This provides the customer with a complete single vendor source for a single school campus implementation, or an entire School District. DNG is leading the way, providing District-Wide wireless roll-outs throughout Southern California.

SURVEILLANCE - Due to unfortunate circumstances, DNG has recognized the importance of adding campus security solutions and capabilities to its core competency. Safeguarding the well-being of all students and staff is a primary concern for many schools. A properly installed system of school security cameras is an important tool for ensuring safety on school grounds. Schools facing challenges such as violence or vandalism find school security cameras an indispensable aid to identifying and resolving issues as they arise.

The benefits of school video surveillance include:

- **Ease of Installation** – Most modern security camera systems utilize IP cameras, which can be either wired or wireless over a computer network. Unlike older analog CCTV systems, IP cameras can be installed by the user and re-configured to fit changing needs. They also allow the customer to broadcast footage over the internet, making it easy to monitor school surveillance cameras at all times.
- **Safety** – Not only do school security cameras help the school maintain safety, but they also discourage misbehavior. Conspicuously placed school surveillance cameras have been shown to reduce threats of violence and vandalism drastically.
- **Visitor Monitoring** – One problem many schools struggle with is proper access control for visitors. By implementing school security cameras at entrance doors, the customer can help their administrative staff monitor visitors, and still allow students to move freely around the campus.

LECTURE CAPTURE - Lecture capture is one of the fastest growing technologies for education. The new breed of lecture capture solutions, which refers to any technology that allows instructors or presenters to record what happens in their lecture hall and make it available digitally, is changing how higher education thinks about technology. This is one technology where DNG's AV and IT skill-sets provide a customer with a single vendor solution.



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STREAMING MEDIA - Streaming media has been available for many years in schools, universities, online retail, military, and broadcast media. This application market relies on live streaming (broadcasts) or streaming from archived content available 24/7 on the web. DNG designs, installs, and supports complete streaming solutions that capture, transport, play, store, and manage streaming video and audio content.

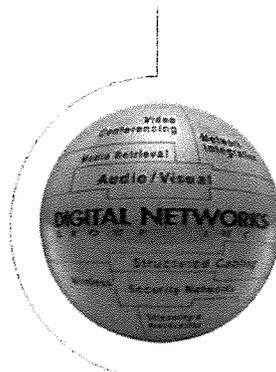
COLLABORATIVE COMPUTING - Collaborative computing, where multiple users work on the same document or project at the same time, allows for high levels of interaction between students in an online program. These solutions once again draw on DNG's understanding AV and IT centric technologies including live streaming audio and/or video with data sharing and, in some cases, application sharing.

ON-DEMAND DIGITAL LEARNING SOLUTIONS - Education's adoption of "Common Core" initiatives are spurring technologies such as On-Demand Digital Learning. These solutions personalize learning opportunities for all students and include an integrated Learning Object Repository, Video Streaming Library, Media Delivery System and Digital Learning Platform all wrapped into one. Once again, a very special set of competencies are required to successfully implement these solutions.

GENERAL NETWORK INTEGRATION - DNG has acquired certifications from leading manufacturers to ensure that network electronics are efficient, scalable, and user-friendly. From configuration to technical support, the Company's LAN/WAN services help clients move toward the seamless integration of voice, data, and video over a single network. The Company provides wired or wireless solutions that balance infrastructure cost savings with performance and functionality.

STRUCTURED CABLING - Whether it's fiber, twisted pair, or coax, DNG can design, install and maintain voice, data, and video networks. The Company's infrastructure solutions include every part of the system from the cable through connectivity and distribution management. The Company's staff includes four RCDDs (Registered Communications Distribution Designers) and installers certified by the leading manufacturers, allowing DNG to provide a certified system from end-to-end. The Company's cable services include testing, CAD drawings, documentation, and related services. In addition, all systems installed by DNG are TIA/EIA compliant. DNG has the experience to design inside or outside cable or wireless LANs and WANs to connect clients to the rest of the world.

ELECTRICAL & CONSTRUCTION - In keeping with Digital Networks Group's TOTAL SOLUTION philosophy, DNG is able to provide full electrical (C10) and construction (Class B) services for any client. Unique in the industry, these added capabilities allow DNG to act as a single source provider for an entire project thereby eliminating the need for sub-contractors.



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Our Approach

The Company's business approach can be broken into five key stages during the system integration process. Whether it's a single installation or a nationwide rollout, DNG follows well established project design, management, documentation, and support processes as recommended by NSCA¹, ICIA¹, TIA/EIA¹ and BICSI¹. The Company's step-by-step process ensures that the success of a project is a function of careful planning and foresight.

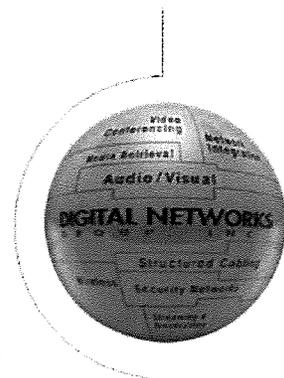
INITIAL CONSULTATION & PROGRAMMING - Most system installations begin with an initial consultation with DNG's team of professionals to assess all technical and logistical factors. During the design phase, DNG engineers meet with the customer to assess the technical project requirements. From this meeting design considerations are made regarding space requirements, ergonomics, electrical, HVAC, equipment specifications and interoperability requirements. This process also includes a budget assessment so that the cost of the project matches the customer's affordability factor. Lastly, an implementation plan is developed to ensure that the client understands how a system might affect the existing work environment.

DESIGN & ENGINEERING - DNG engineers collaborate with the customer to shape a design requirement and functional description of the technology to match the needs of the client. DNG's team identifies client legacy systems and designs the new technology including power, pathway, structural, etc. into all existing structural and environmental factors.

IMPLEMENTATION - Every project is assigned a dedicated Project Manager. Once DNG is under contract to perform services, the Project Manager, Account Manager and Sales Engineer review the project design, specified products, timelines, manpower needs, etc. The PM subsequently releases the customer order to DNG's purchasing department who procures all necessary equipment from the world's leading manufacturers. In many cases, systems are pre-configured and tested by DNG's factory-trained and industry certified technicians prior to customer delivery.

DOCUMENTATION & END-USER TRAINING - During this phase the customer is trained on the operation of their new system(s). In addition, engineering illustrations, drawings, and equipment manuals are provided to the customer. The customer is also instructed on how to effectively access DNG's customer service and/or training services, including response to planned or unplanned service needs.

¹ National Systems Contractors Association (NSCA); International Communications Industry Association (ICIA); Telecommunications Industry Association (TIA); Electronic Industries Alliance (EIA); Building Industry Consulting Services International (BICSI).



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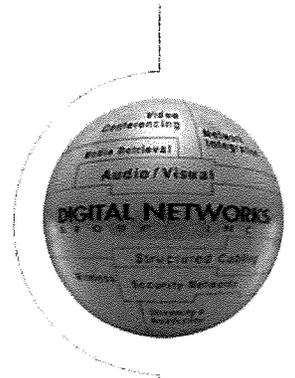
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ONGOING SUPPORT - In addition to manufacturer's warranties, which do not cover on-site service, the Company offers service contracts, preventive maintenance agreements and extended warranties to protect client investments. Moreover, DNG offers comprehensive service and maintenance programs custom designed to meet the needs of each client. Specific services include unlimited on-site service, preventive maintenance visits, emergency dispatch, replacement parts, 24-hour pager, two-hour call back and 24 hour on-site response.



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Company Overview

Key Differentiators & Advantages

COMPANY CULTURE - DNG is not steeped in any one technological ideology or culture (i.e. Broadcast, Presentation Systems, etc.) which fosters a fresh and innovative drive to reinvent itself and the solutions it provides customers.

IT HERITAGE - As the company name implies, Digital Networks Group is comfortable talking with IT leadership and are respectful of the IT challenges a CIO faces with their networks. This also enables DNG to evolve as new network based technology solutions arise.

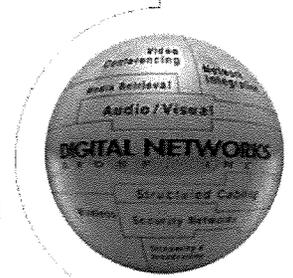
FINANCIAL HEALTH - DNG is currently conducting its 10th consecutive independent annual audit making their financial wherewithal transparent to vendors, bankers, and bonding companies. DNG is one of the very few organizations in the Western United States, let alone California, capable of underwriting massive technology deployments. This is a key differentiator for customers concerned about the completion of their projects within limited timeframes.

PROJECT MANAGEMENT HEAVY - Every project has a project manager which allows account managers to focus more on selling. Project managers possess a dashboard with which to measure success on every project, resulting in increased efficiency and satisfied customers.

NO SUB-CONTRACT LABOR - While most A/V systems integrators depend on outsourced field installers, project management, and engineering services, DNG is one of a select few Southern California integrators electing to perform 100% of all C7 (low voltage) installation activities without the use of sub-contract labor. DNG is also a licensed C10 high voltage contractor capable of providing in-house support for all electrical requirements greater than 70 volts.

LARGE WORKFORCE - With a full-time roster of 114 employees (See Staffing Section VII) including highly trained field technicians, DNG has secured a 92% customer retention rate by controlling 100% of all pre and post installation activities by utilizing DNG's own workforce from commencement to completion. As an additional measure, 100% of DNG's technicians have been through the Department of Justice (DOJ) fingerprint and background checks.

CONTINUAL IN-HOUSE TRAINING - The cornerstone to DNG's success has been the creation of a training center at the Aliso Viejo, CA corporate headquarters. DNG's technicians are continually tested and graded on all aspects of the installation process, including project safety and customer relations. This facility possesses a full-time Training Manager dedicated to ensuring that all field technicians are able to work efficiently and professionally.



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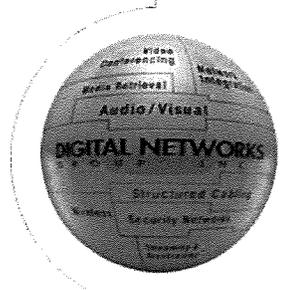
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Method to Accomplish Work

This discussion typifies the project management process Digital Networks Group employs for all major projects. This outline follows a Ten-Step process whereby in the first two steps, Digital Networks Group **Plans the Work**. The subsequent eight steps describe how Digital Networks Group actually **Works the Plan**.



Step 1: Define the Work

Before the main work on a project begins, a number of items need to be in place.

- Client gives approval to begin planning. Implicit approval – i.e. Notification of Intent to Award Provided
- Project is defined. This is documented in the Project Definition, which contains objectives, scope, assumptions, deliverables, budget, etc.
- Project Work plan is created. Prepare a work plan to manage the project effort. This includes checkpoints, or milestones, when the project can be evaluated to ensure that it is appropriate to continue.
- Client gives approval to begin project. This is signified through a signed, approved Project Definition. The Client must sign the document to ensure agreement.
- Project Management Procedures are defined and approved. Procedures must be in place to describe how the project will manage issues, communication, risks, quality, scope, etc.
- Project team resources are assigned. Assign the right people to staff and execute the project.

Step 2: Build the Work Plan

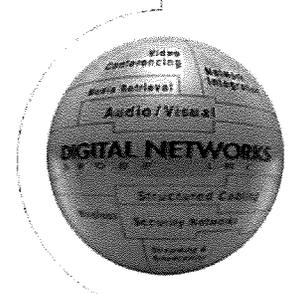
- Create Activity / Task Numbers Tasks shall be sequentially numbered. The activity will reflect optional dependency information.
- Activity Define the activity of each task
- Estimated Start Date: When should the work begin?
- Estimated End Date: When should the work end?
- Estimated Effort: What is the estimated effort for each activity?
- Actual Start Date: When did the activity actually begin?
- Actual End Date: When did the work actually end?

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- Actual Effort Hours (Optional): Update with the effort hours to complete if they are being tracked.
- Actual Cost (Optional): Update with actual costs if they are tracked.
- Current Status: Usually 'Pending' / 'OnHold' / 'In Progress' / 'Complete'
- Dependency (Optional): Enter the activity number of the activity that must be completed before this one can start.

Step 3: Manage the Work Plan

- Review the work plan on a weekly basis.
- Identify activities that have been completed during the previous week and update the work plan to show they are finished.
- Determine whether there are any other activities that should be completed, but are not. If an activity is behind schedule, work with the individuals who are assigned to see what is going on. Determine how much additional effort and duration will be needed to complete the work and update the work plan accordingly.
- Evaluate the remaining work to see if the project will be completed within the original effort, cost and duration.
- Adjust the work plan so that it reflects how the remaining work will be completed.
- If the original budget or deadline estimates cannot be met, new estimates need to be prepared and communicated to management and to the client.

Step 4: Manage Issues

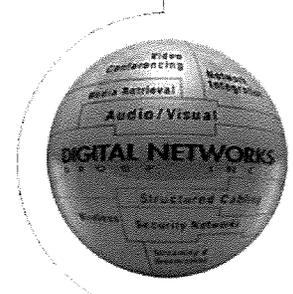
- Solicit potential issues from any project stakeholders, including the project team, clients, replaces, etc. The issue can be surfaced through verbal or written means, but it must be formally documented using an Issues Form.
- Enter the issue into the Issues Log.
- Assign the issue to a project team member for investigation.
- The various alternatives and impact on schedule and budget are documented on the Issues Form. Take the issue, alternatives and project impact on the Issues Form to the Project Manager and other appropriate stakeholders for a resolution.

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- If resolving the issue will involve changing the scope of the project, close the issue and use the scope change management procedures instead to manage the resolution.
- Document the resolution or course of action on the Issues Form.
- Document the issue resolution briefly on the Issues Log.
- Make the appropriate adjustments to the work plan and project budget, if necessary.
- If the resolution of an issue causes the budget, effort or duration of the project to change, the current Project Definition should be updated.
- Communicate issue status and resolutions to project team members and other appropriate stakeholders through the Manage Communication process, including the Project Status Report.

Step 5: Manage Scope

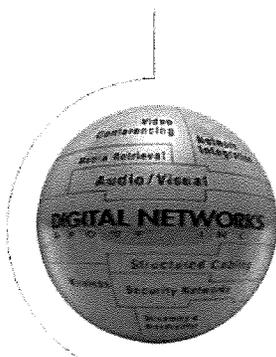
- Solicit potential scope change requests from any project stakeholders, including the project team, clients, replaces, etc.
- Enter the request into the Scope Change Log.
- Assign the scope change to a project team member for investigation. The team member will investigate the impact on budget and schedule for various viable options. The team member will first determine how much time it will take to investigate the scope change request. If the time required to perform the analysis will cause deliverable dates to slip, the request must first be taken to the Project Manager to determine whether the request should be investigated or not. If the Project Manager gives the initial approval to proceed, the work plan and budget may need to be updated to reflect this new work. The options are documented on the Scope Change Request Form. If the Project Manager does not agree to investigate the change request, then the request should be placed closed as 'not approved' on the Scope Change Log.
- (Optional). If the impact on project cost, effort and duration falls below a threshold (say less than 20 hours) and the project will still be completed within the agreed upon cost, effort and duration, the project manager and client manager may approve the scope change request. This threshold needs to be identified and approved in advance. The purpose is to keep from surfacing many small changes to the Project Manager for approval. See the techniques section for other ways to handle small requests.
- Take the scope change request, alternatives and project impact on the Scope Change Request Form to the Project Manager for a resolution.

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- Document the resolution or course of action on the Scope Change Request Form.
- Document the resolution briefly on the Scope Change Log. If the Project Manager does not agree to the change request, then the request should be closed as 'not approved' on the Scope Change Log.
- If the resolution is agreed upon, the appropriate activities are added to the work plan to ensure the change is implemented. The project budget should also be updated, if necessary. If the resolution is not approved, note it as closed on the Scope Change Log.
- If an approved scope change results in a substantial change to the project, the original Project Definition should be updated.
- Communicate scope change status and resolution to project team members and other appropriate stakeholders through the Manage Communication process, including the Project Status Report.

Step 6: Manage Communication

- Determine the project stakeholders.
- Determine the communication needs for each stakeholder breaking this down to three general areas:

Mandatory: This information is pushed to recipients.

- Project Status Reports
- Regular voicemail updates (of status)
- Status meetings
- Meetings with steering committee
- Regular conference calls and videoconferences with remote stakeholders
- Government required reports and other information

Informational: This is information people want to know or that they may need for their jobs. This information is made available for people to read, but requires them to take the initiative, or pull the communication.

- Awareness building sessions that people are invited to attend. (These are not meant as training, just to build awareness.)
- Project paper-based deliverables placed in a common repository, directory or library that people can access

Marketing: These are designed to build buy-in and enthusiasm for the project and its deliverables. This type of communication is also pushed to the readers.

- Project newsletters with positive marketing spin
- Meeting one-on-one with key stakeholders on an ongoing basis

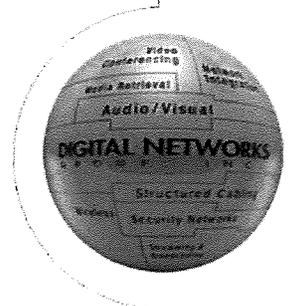
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- Testimonials from others where value was provided
- Project countdown till live date
- Informal walking around to talk up the project to team members, users and stakeholders
- Celebrations to bring visibility to the completion of major milestones
- Publicizing accomplishments



Step 7: Manage Risks

For every high and medium risk where the project manager is creating a risk mitigation plan, a contingency plan shall be created to document the consequences to the project if the risk plan fails and the risk actually occurs. For instance, if the consequence of a potential risk occurring is that the project will need to be stopped; this should be a strong indication that the risk plan must be aggressive and comprehensive to ensure that the risk is managed successfully.

Step 8: Manage Documents

A Document Repository shall be established for this project. All project documents shall be orderly stored in a project folder including CAD diagrams, project notes, correspondences, RFI's and internal and/or external change orders.

Step 9: Manage Quality

Digital Networks Group shall provide an internal set of metrics that will provide insight into how the project is progressing, and how the deliverable creation process is working. The project manager will be capturing overall financial and duration metrics on a daily basis. These are the areas where quality is being/will be managed by Digital Networks Group:

- Are actual work timelines in line with estimated deliverables?
- Is client satisfied with the project teams communication?
- What is the amount of rework required due to faulty up-front analysis?
- Are there excessive resolution issues?
- Number of major errors uncovered during testing
- Capture project metrics on a daily basis. ie. Labor hours, freight, travel costs, etc.

Step 10: Manage Metrics

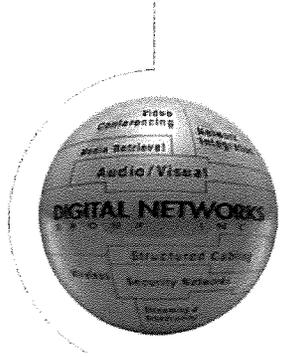
The following list provides metrics that Digital Networks Group tracks on all Major Projects:

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Business Category	Metrics
Cost	<ul style="list-style-type: none"> • Actual cost vs. budget (variance) for project, for phase, for activity, etc.
Effort	<ul style="list-style-type: none"> • Actual effort vs. budget (variance) • Amount of project manager time vs. overall effort hours
Duration	<ul style="list-style-type: none"> • Actual duration vs. budget (variance)
Productivity	<ul style="list-style-type: none"> • Effort hours per unit of work/function point • Number of process improvement ideas implemented • Number of hours/dollars saved from process improvements
Quality of Deliverables	<ul style="list-style-type: none"> • Number of defects discovered after initial acceptance • Percentage of deliverables that comply 100% with Digital Networks Group standards • Number of client change requests to revise scope • Number of hours of rework to previously completed deliverables • Number of risks that were successfully mitigated
Client Satisfaction with Deliverables	<ul style="list-style-type: none"> • Overall client satisfaction with deliverables in terms of: (survey) <ul style="list-style-type: none"> ○ Reliability ○ Defects ○ Usability ○ Response time ○ Ease of use ○ Availability ○ Flexibility ○ Intuitiveness ○ Security ○ Meets client needs ○ Easy to understand messages ○ User documentation
Client Satisfaction with Project Team	<ul style="list-style-type: none"> • Overall client satisfaction with the project team in terms of: (survey) <ul style="list-style-type: none"> ○ Responsiveness ○ Competence ○ Accessibility ○ Courteous ○ Communication ○ Credibility ○ Business knowledge ○ Reliability / follow through ○ Professionalism ○ Training ○ Overall client satisfaction • Average time required to resolve issues

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Training

Digital Networks Group is a leading systems integrator of state-of-the-art technology integration systems. Our involvement with all phases of a project, from concept through user training, enables our clients to enjoy the benefit of working with one organization responsible for 100% of the project's successful completion.

Approach to Training

Key to the success of Digital Networks Group's integrated systems deployment is our proven ability to provide extremely coherent and complete post installation training and instructional services. Although modules of our training program are standardized, DNG approaches each installation as a unique opportunity to customize training for the end user. Beyond delivering a quality installation on time and within budget, our ultimate customer success is derived by insuring that the user experience is free from intimidation and apprehension.

Training Process

In cooperation with our manufacturers, Digital Networks Group provides comprehensive training programs tailor made for each customer. This training is typically divided into two learning groups – and sometimes multiple learning styles if requested. Although there may be overlap between the learning groups, Digital Networks Group would typically divide the training program into two groups called the Users Group and the Technical Support Group.

User Group Training

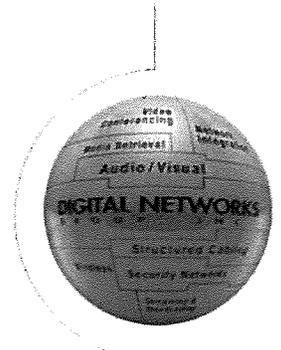
Training for the users will include basic system concepts and modes of operation. Staff will need to know how to power on/off the system, how to access and control all system elements, how sub-system elements interrelate, how to optimize system performance, and how to escalate system problems for immediate problem resolution. Training will include system request procedures and remedial trouble shooting tips. Clearly written support materials (See Deliverables) will be provided to all User Group training participants.

System Technical Support Group Training

Training for technical support group will provide technicians with an in-depth technical overview of the overall system operation and an in-depth review of each operational sub-system. System training will include basic system concepts, scheduling, hands on usage of media devices, and data base management. Scheduling software applications, scheduling events, main menu, second menu, status reports, switch point settings will be included in the system training. Clearly written documentation and support materials shall be provided for the Technical Support Group participants.

Training Deliverables

- "How to" Basics
- Getting Started Guides
- System Use Overview
- Process & Procedural Manuals
- Product Illustrations
- Engineering Illustrations
- Factory Training Manuals



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Warranty



Workmanship Warranty:

DNG provides Workmanship Warranty for all labor related audio/visual installation services for (1) year from the date of beneficial use or project sign-off, whichever occurs first.

Equipment Warranty:

DNG will provide customer support relating to the servicing of equipment covered under manufacturers "return to factory" warranties. The duration of manufacturer's product warranties vary. DNG's support services shall include:

If equipment malfunctions within one year from the earlier of the project sign-off or users beneficial system use, a DNG technician will arrive on site to troubleshoot and diagnose the equipment. Assuming the DNG technician is able to make all repairs on site without replacing active components, the cost of travel plus diagnostics and troubleshooting in the field will be at no charge.

If equipment malfunctions within one year from the earlier of the project sign-off or users beneficial system use, and the DNG technician needs to de-install equipment, send it for repair, and re-install it once repaired, all travel time and field related work/labor will be billed at DNG's current, published field service rates. During the manufacturers' warranty period, DNG will send the equipment to the manufacturer for repair or replacement at no additional charge.

After the specified Equipment Warranty period, DNG customers have the choice of returning the equipment to the manufacturer for repair or contracting DNG to provide the service call at published service rates

This Warranty Program does not apply to any product that has been subject to misuse, neglect, accident or operational error. Perishables such as projector lamps, filters, etc are not covered under warranty and replacement of such products shall be billed at DNG's current published Time & Materials field service rates.

Extended Warranty Options:

DNG is pleased to provide extended warranty options. Please contract your DNG sales representative for details.

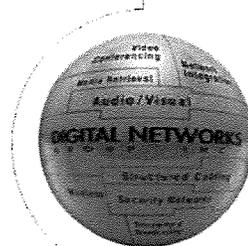
WARRANTY

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Service Offerings



SERVICE

EXTENDED MAINTENANCE PROGRAMS		
ANNUAL COVERAGE	BASIC	PREMIUM
UNLIMITED Help Desk Support	yes	yes
GUARANTEED Phone Response (Business hours)	4	2
ON-SITE Response Time	2 Days	1 Day
EMERGENCY Site Visit	1	unlimited
PRIORITY Over Non-Maintenance Customers	yes	yes
UNLIMITED Equipment Repair (1st year)	yes	yes
FREE Warranty Freight	no	yes
DISCOUNT on Installed System Consumables	5%	15%
ON-SITE Schedule System Training (2 hr session)	1	2
PREVENTATIVE Maintenance Visits*	1	4
*Includes		
Display Systems:	Clean Filters	
	Retrieve Lamp Hours	
	Re-focus/calibrate image	
	Remove dust/clean	
	Check/adjust screen system	
Control System:	Test/verify all functions	
Audio System:	Test/verify speaker operation	
	Test/re-calibrate audio levels	
Other:	Test/clean all input plates	
	Perform complete system test	
	Generate maintenance report	

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BASIC PREVENTATIVE MAINTENANCE PROGRAM

ANNUAL BASIC PREVENTATIVE MAINTENANCE PROGRAM

PROGRAM BENEFITS

Digital Network Group's (DNG) Preventative Maintenance Programs are intended to provide our valued customers with an uninterrupted audio/visual experience of DNG's installed integrated systems. This is best accomplished by providing scheduled maintenance visits to restore each system back to its originally installed condition. This preemptive approach to maintaining these complex systems may not eliminate unexpected outages, but it will greatly alleviate the most common reasons for equipment failure. Moreover, DNG's Basic customers enjoy expedited on-site response when a problem arises. This document identifies those services covered under DNG's Basic Preventative Maintenance Program.

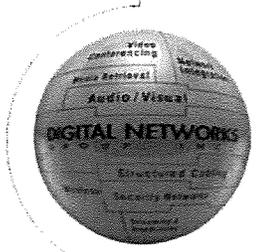
Basic Level Preventative Maintenance Program

Annual Coverage Features:

- Unlimited Help Desk Support
- 2 Hour Guaranteed Phone Response
- 2 Business Day On-Site Response
- 2 Emergency Site Visits
- Priority Repair Scheduling
- Unlimited Equipment Repair
- Free Manufacturer Warranty Freight
- 1 On-Site System Training Sessions (2-Hr Sessions)
- 1 Scheduled Preventative Maintenance Visits*

*Preventative Maintenance Visits Include:

- **DISPLAY SYSTEMS**
 - Clean Filters
 - Retrieve Lamp Hours
 - Re-focus / calibrate image & color
 - Remove dust, clean displays and optics
 - Check / adjust screen systems
- **CONTROL SYSTEMS**
 - Button by button test & verification of all control functions
 - Check all cable terminations
- **AUDIO SYSTEMS**
 - Test / verify speaker operation
 - Test / re-calibrate audio levels
 - Re-equalize room as needed
- **OVERALL FUNCTIONAL**
 - Test / clean all input plates
 - Perform complete system functional test
 - Generate and provide maintenance report



COMPANY OVERVIEW

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DIGITAL NETWORKS GROUP, INC.

Bart Moran
Vice President / Sales Mgmt.

Mike Stammire
President / Administration

Chris Ureotta
Vice-President / Tech Operations

Sandi Pangello
Director of Finance & Operations

David Bunting, CTS
Director of Technical Services

- Jeff Armstrong
Services Operations Manager
- Steve Zimmerman
Business Development
- Regan McMullen
Business Development
- Dan Rivers
Event Program Manager
- Diane Miners
Service Supervisor
Tech Services Coordinator
- Mike Sisk, CTS
Service/Network Specialist
- Kenneth Va, CTS
Service/Network Specialist

- Teresa Hedler
Account Manager
- David Suter, CTS
Account Manager
- Irene Ashton
Account Manager
- Steve Rodriguez
Account Manager
- Amy Fryer
Account Manager
- Trey Cox
Account Manager
- Dave Pitts
Account Manager
- Paul Prushan, CTS-D
Account Manager
- Robbie Sabako
Interactive Whiteboard Sales
- Brittney Hood
Sales Support
- Lisa Young
Sales Support
- Brenda Habermann
Sales Support Assistant
- Ron Ponce
Bld Coordinator

- Nancy Dorn
Payroll Administrator
- Carrie Gardner
Accounts Receivable
- Karris Coon
Accounts Receivable
- Aurora Acuirre
Accounts Receivable
- Jim Jacobson
Accounts Payable
- Tracy Seip
Network Administrator
- Maria Davidson
Purchasing
- Jenni Olsen
Purchasing
- Jennifer Lynch
Purchasing
- Kathleen Herbovich
Receptionist
- Jose Ceballos
Warehouse Manager
- Luis Baneez
Warehouse Assistant
- Randell Herndon
Warehouse/Driver
- Tony Olsen
Warehouse/Driver

- Carl Blum, CTS, CTS-D
AV Sales Engineer
- Brandon Marrett
AV Sales Engineer
- Al Martinez, CTS-D
AV Sales Engineer
- Joe McCollough
CAD Engineer
- Michael L. Stammire, CTS
Inside AV Engineer
- Ted Milneven, RCDD
Structured Cabling Estimator
- Bill Downing
Field Commissioning Eng.
- Dwayne Young, CTS
AVX/Creston Programmer
- George Lamothe
Network Specialist
- David Gillespie
Electrical Services Manager
- Ernesto Jauregui
Electrical Technician
- Mike Piscencia
Lead Electrical Technician
- Jacob Pridemore
Lead Electrical Technician

- Tim Hulsenga
Safety, Field & Training Mgr.
- Andy Rice
Project Manager
- Mike Hurt, CTS
Project Manager
- Mike Grogan
Project Manager
- Jamie Penfielder
Project Manager
- Joe Rojas
Project Manager
- Dash Spiale
Project Manager
- Alden Zuniga
Project Manager
- Craig Peloretti, CTS-
Sr. Project Manager
- Lyle Bush
Project Manager
- Adam Banda, RCDD
Project Manager
- Ron Birnie
Project Manager/Engineer
- Eric Perussi
Project Manager

- Jordan Pham
Lead AV Technician
- John Kemens
Lead Fiber Technician
- Huy Pham
Lead AV Technician
- Joe Separa
Lead Technician
- Rob Separa
Lead Technician
- Jaime Casas
Lead Technician
- James Martin
Lead Technician
- Sam Francis
Lead Technician
- Aaron Beatwright
Lead Technician
- Brandon Ard
Lead AV Technician
- Michael Roshaw
Lead Technician
- Linh Va
Lead AV Technician
- Long Tran
Lead AV Technician
- Deo Daling
Lead AV Technician
- Garrett Lermis
Lead AV Technician

- Vanessa Hurt
Technician
- Ryan Bieck
Technician
- Justin McCulligan
Technician
- Kevin Bhannon
Technician
- Matt Kessler
Technician
- Albert Beto
Technician
- LaMont Hood
Technician
- Greg Basilio
Technician
- Lan Le
Technician
- Brian Ester
Technician
- Ray Lockyard
Technician
- Bergio Lopez
Technician

- Julie Martinez
Technician
- Jose Martinez
Technician
- Valeria Marginean
Technician
- Jose Garcia
Technician
- Jose Angel Garcia
Technician
- Jeff Michaels
Technician
- Nicholas Mirabella
Technician
- Sean Olson
Technician
- Patrick Oquendo
Technician
- Chad Barber
Technician
- Chad McGarry
Technician
- Allen DeGuzman
Technician
- John Bahayan
Technician
- Jeffrey Halley
Technician
- Steve Ventura
Technician

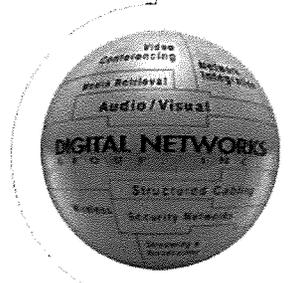
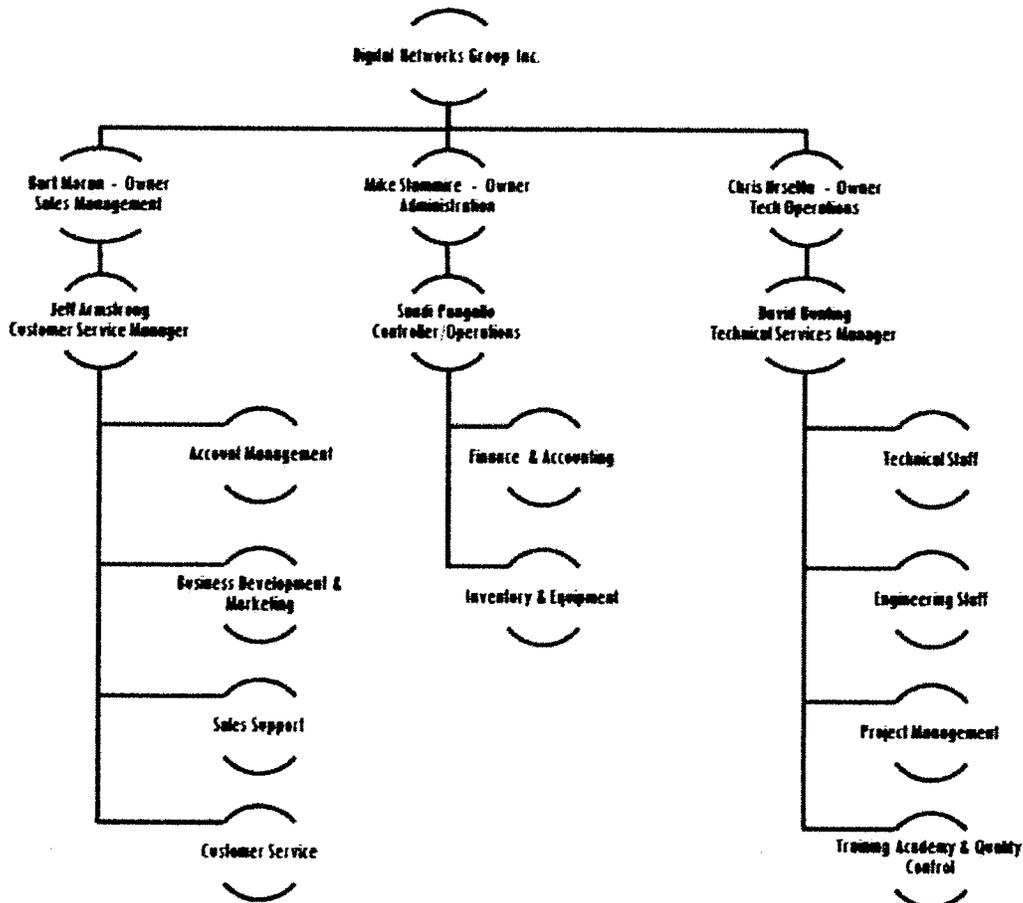
- Jack Basullo
Technician
- Hector Bonilla
Technician
- Gary Chambers
Technician
- Dana Ard
Technician
- Jasen Separa
Technician
- Cesar Santoyo
Technician
- Randy Wine, CTS
Technician
- Michael Redoglia
Technician
- Jason Wright
Technician
- Scott Foreman
Technician
- Brandon Exler
Technician
- Anthony Sanchez
Technician
- James Anderson
Technician

Company Overview

Staffing

Organizational Overview

DNG employs approximately 125 teammates, representing a full complement of field technicians, sales and marketing staff, and administrative support personnel. Reflecting its preference for in-house workforce, the Company currently employs 70 field technicians. The Company is led by a team of six seasoned managers anchored by the three founders who have over 100 collective years of experience in the industry.



COMPANY OVERVIEW

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Company Overview

Management Personnel

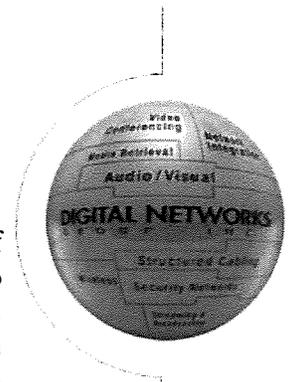
MIKE STAMMIRE - CO-FOUNDER & PRESIDENT - As a co-founder of Digital Networks, Mike has been involved in voice, data, and video communications for more than 35 years. Mike provides oversight of DNG's internal operations and process control, as well as administration and finance functions, and is also a key account manager specializing in relationship development in the contracting and consulting communities. Mike is an RCDD (Registered Communications Distribution Designer) and received his BS from Loyola Marymount University in 1978 and his MBA from Loyola Marymount University in 1982.

BART MORAN - CO-FOUNDER & VICE PRESIDENT - As a co-founder of Digital Networks, Bart has been involved in voice, data, and video communications for more than 33 years. Bart is responsible for sales and marketing management, strategic partnership development, system solutions development, and vendor relations. Focusing on educational technology, Bart is also a key account manager specializing in the public and private college community throughout Southern California. Bart received his BA in Finance from Cal Poly University in 1979.

CHRIS URSETTA - CO-FOUNDER & VICE PRESIDENT - As a co-founder of Digital Networks, Chris has been involved in voice, data, and video communications for more than 31 years. In addition to being a key account manager, Chris provides oversight of Digital Network's technical services team supervising engineers, field technicians, and project managers. Chris also oversees Digital Networks Group's TQM (Total Quality Management) program which includes coordination of technical training and installation quality. Chris received his BA from Loyola Marymount University in 1978.

SANDI PANGALLO - CONTROLLER & OPERATIONS - Sandi joined Digital Networks Group in 2008 with over 17 years of experience in managing the finances of various types of organizations. As Controller, Sandi currently oversees for the Financial and Operational aspects of the company which includes materials distribution, purchasing, HR, accounting, finance, and general operations. Sandi received her BS in Finance from Chapman University in 1997.

DAVID BUNTING, CTS - TECHNICAL SERVICES MANAGER - As Digital Network's senior manager in charge of technical services, David is responsible for overseeing all aspects of the DNG's engineering and design, project management, and field installation work force activities. David possesses over 20 years of technical experience in the systems integration industry encompassing all aspects of the management and implementation process.



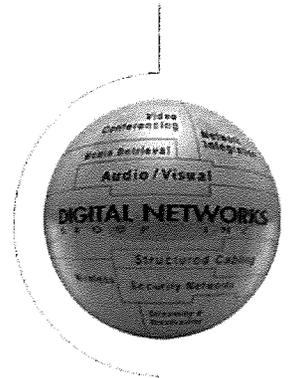
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Company Overview



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Project Management Team

Dashiell Spitale, Project Manager

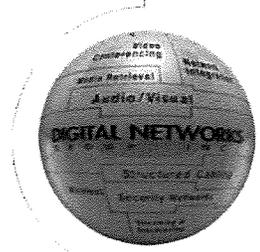
Dashiell Spitale has over 12 years experience in the Technology and Communications Industry. He has led and managed projects in 9 states involving data, voice, fire alarm, paging systems, security, remote access, CATV, CCTV, wireless and various AV applications. Dash has been trained by and obtained certifications with Panduit, Ortronics, Siemon Certified Installer, Krone/ADC, Leviton, Valcom, AI Phones, IEC Grounding and Bonding, Fluke and Extron Global Configurator. Notable projects include Skil and Bosch Headquarters (\$1 million), Peabody Hotel Ballroom, Arkansas State, Luminetix, Del Norte High School (\$2.5 million) and Carlsbad USD (\$1.2 million).

Joe Rojas, Project Manager

Joe has over 26 years of experience in the Technology and Communications Industry. He served in the US Army Signal Corps for more than 14 years where he attended the Cable and Wire Systems Installer Course and was the Honor Graduate at the Basic Non Commissioned Officers Signal Course. Training and certifications while in the Army were for Fiber Optic Terminating and Splicing, Multiple pair wire splicing and terminating, Heavy Cable Construction for telephone pole installation and pole climbing maintenance, Network Systems Design and Build, Field Supervision and installation. Joe started as a Lead Technician for Digital Networks in 1996 and has been a Project Manager for Digital Networks for over 12 years. Joe has been trained and certified by multiple manufacturers such as Krone, Avaya, Leviton, Lucent, Panduit, Fluke and Ortronics. He also has been certified as an OSHA trainer. Notable projects for Digital Networks that Joe has managed are the Temecula USD, Poway USD, San Diego USD, University of San Diego, National University, Arrow Electronics San Diego/Irvine and Mount San Jacinto College.

Michael L Stammire, Project Manager

Michael Stammire first joined the Digital Networks Team in 2002. He has held several positions from warehouse hand to lead technician. Over the years he has learned about the A/V industry through hands on experience and training. Mike joined our team full time in 2010 when he finished his schooling and received a Business Administration degree with an emphasis in Management from Cal State Fullerton. Mike is currently working on obtaining various certifications. He will be going back to grad school to get his MBA in the near future.



TEAM BIOGRAPHIES

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Engineering Team

Carl Blum, CTS, CTS-D, DMC-D, DMC-E, DMC-T, Systems Design Engineer

Carl earned his BS degree in Engineering Technology from CSU Long Beach before joining the industry. His responsibilities include complete system design, project management, troubleshooting as well as training Digital Networks Group's clients on the operation of installed systems. He has programming and product training for both major control systems, AMX and Crestron. He has also been certified by Extron, Biamp, Klipsch and Draper. In keeping true with his audiophile background, Carl is a lifetime certified designer/installer of Lucas Film THX sound products.

Brandon Morrell, Senior Digital Media Applications Engineer

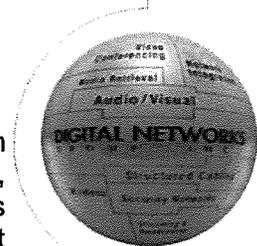
Brandon has worked with Digital Networks Group for over ten years. Starting as an installer, Brandon quickly learned about network infrastructures and began designing high-end systems. Brandon has been trained by Extron, AMX, Crestron and VBrick. He has become the expert on all video distribution solutions. Some of Brandon's customers include Desert Sands USD, Monrovia USD and Latham & Watkins. He has his degree from California Lutheran University.

Al Martinez, CTS, DMC-E, DMC-D, Senior A/V Applications Engineer

Al has been an A/V systems design engineer and senior project manager for the past 14 years. With extensive systems design experience specifically directed to the public sector, Al has provided solutions for many major clients including Clark Construction, Tutor Saliba, Turner Construction, Matt Construction and Hensel Phelps, to list a few. Al's systems integration expertise included the design and implementation of complex A/V systems, video teleconferencing deployments, auditoriums and major university systems. Al has worked on large-scale projects for the GAP, Warner Brothers Studio Stores, Nike Factory Stores and Citicorp. As a graduate of Phoenix Institute of Technology, Al holds certifications from AMX, Christie, Crestron and Biamp.

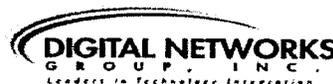
Ted Milhaven, RCDD, CTS, Senior Design Engineer & Estimator

Ted is a Registered Communications Distribution Designer (RCDD) who has attained the status of exceptional excellence in the field. The RCDD designation is recognized industry wide as indicating expertise in design of structured cabling systems for voice, data and video distribution. Ted has engineered structured cabling projects for over 5 years. He has received various vendor training and certifications including Avaya Systemax, Corning, Axix, Ortronics, Panduit, Leviton and Extron.



TEAM BIOGRAPHIES

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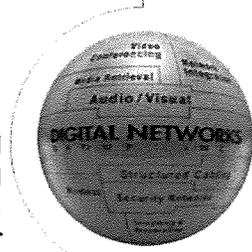
Engineering Team

Trey Cox, Surveillance Applications Sales Engineer

Trey has been a video surveillance sales engineer for the past 5 years specializing in IP camera technology solutions. As a certified IP camera integrator, and working with DNG's RCDD infrastructure specialists, Trey actively engages with engineers, architects and contractors to design IP camera implementations. Trey's charter also includes oversight of the installation process from start to finish ensuring a smooth and professional completion of all projects. Certifications include: Onssi, Exacqvision, JVC, Axis and Firetide.

Dwayne Young, Programmer

Dwayne has worked in the AV industry for 11 years. He started as an installation technician, then moved into system designing (engineering) and finally, while still working in engineering, he began to program his own projects, before becoming a full time programmer. He worked as a programmer for MCSi, continued programming as an independent programming contractor and was hired by Audio Visual Innovations as a programmer before joining Digital Networks Group in October 2006. Dwayne is a certified AMX and Crestron programmer.



TEAM BIOGRAPHIES

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Lead Technician Team

Huy Pham, Lead Technician

Joining Digital Networks Group seven years ago, Huy came with over ten years of hands on experience installing audio/video systems. He has extensive experience installing AMX, Crestron, and Extron products. Huy's major projects include Raytheon Corporation, UC Santa Barbara, City of Irvine, and Placentia-Yorba Linda Unified School District. He has completed training for Extron Advanced Global Configurator 3 certification.

George Lamothe, Superintendent / Lead AV Technician

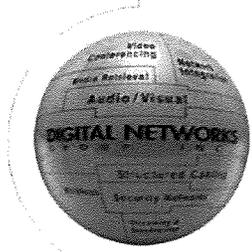
George has over 10 years of networking experience and has worked for Digital Networks Group, Inc. as an AV/Network Technician for over 5 years. During his tenure at DNG, George has been instrumental in several AV and Network installations where he has displayed his broad knowledge, obtaining several accolades from very satisfied customers. George has received certifications from HP in Proactive Networks, CompTIA as Network+ Certified Professional, Microsoft Citrix and AMX among others.

Nick Mirabella, Lead Technician

Nick joined Digital Networks Group as a Lead Technician. He has certifications from Cisco Systems and Extron's Global Configuration program. During his time at DNG, Nick has worked on many major projects including at Huntington Beach Union High School District, Desert Sands USD and Val Verde USD.

Samual Francis, Lead Technician

Samual has over 11 years of structured cabling and six years of audio/visual installation experience. He has worked as a Lead Technician at Digital Networks Group, Inc. for 11 years. Samual has studied Premise Cabling Installation and Telecommunications at Community Career Development Inc. and is certified in Bicsi standards. Other certifications include Tier 1-copper training, Krone, Mohawk, Ortronics and Panduit. He has been involved in projects at San Bernardino USD, Escondido School District, William S. Hart Union School District and Desert Sands USD, just to name a few.



TEAM BIOGRAPHIES

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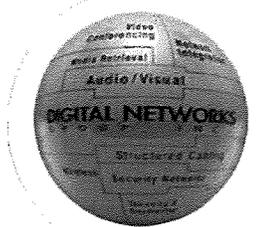
Lead Technician Team

Bill Downing, Lead AV Technician

Bill has been in the Audio Video industry for 6 years. He came to DNG 2 years ago as a LEAD AV Technician. Bill has a Bachelors Degree in Cinema Broadcasting from Vanguard University. He has been instrumental in numerous AV installations where his experience played a major role obtaining the highest level of customer satisfaction from clients including Western University, Screen Actors Guild, Medimpact Healthcare Systems, Inc., Cardinal Health Medical Systems., Arcadia USD, & Poway USD.

Ken Vo, Service Technician

Ken has worked for Digital Networks for over five years. Ken began as an installer and quickly moved to a lead tech position before becoming the Senior Bench Technician in our Service Department. Ken has been instrumental in providing service to all our ongoing customers and had "gained" the company new business due to his high professionalism and excellent customer service. Ken attended Golden West College.



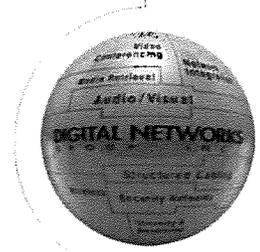
TEAM BIOGRAPHIES

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Support, Service and Help Desk Team



TEAM BIOGRAPHIES

Diane Minera, Service Coordinator

Diane's background in a variety of disciplines in the AV and other field technical service industries over the years provides her with a great understanding of customer service values, priorities and communication critical to her role as Service Coordinator. Our primary representative for customer care issues, Diane places a high value on our customers and their individual support needs.

Ken Vo, Field Service Technician

Ken has been in the AV industry for over 10 years. After working at DNG for a number of years in our installation group, Ken advanced to become a senior AV technician before becoming a Field Service Technician. Ken's broad experience as an AV technician provides DNG customers with timely diagnosis and repair efforts when time is of the essence.

Mike Sisk, CTS, Field Service Technician

Mike has been in the AV industry for over 8 years. Mike had also worked as a senior AV installation technician using a wide variety of technologies before joining our Services Group as a Field Service Technician. Mike's expertise with troubleshooting and diagnostic skills stem from his many years of installation work and customer support efforts.

George LaMothe, Video Network Engineer

With more than 10 years of IT experience, George is key to DNG's converged (AV/IT) business model. George's ability to leverage his IT experience in an AV environment provides DNG customers with advanced service capabilities when dealing with video streaming, lecture capture, video teleconferencing, and all other IP/AV related applications.

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PROJECT REFERENCES

Project Name: Council Chambers Broadcast Upgrade

Owner: City of Malibu
23825 Stuart Rancho Road
Malibu, CA 90265

Contact: Rob DuBoux
Phone: 310-456-2489

This project required DNG to make improvements consisting of upgrading the broadcast video equipment to support digital HD resolutions while maintaining current SD feed to external broadcast software, installation of a new camera with HD and SD outputs, installation of new controls to enable existing theatrical lighting system presets to be used in the broadcast room, and expansion of their TV production lighting system, systems, replacement of the existing video camera bodies, upgrading the broadcast system to include remote control, switcher, scheduling

Description of Project:

Total Value: \$262,921.00

Completion Date: November 2014

Project Name: Council Chambers ADA Renovation

Owner: City of El Centro
1275 Main Street
El Centro, CA 92243

Phone: 760-337-4540

Contact: Grace Connor

Description of Project: The project was originally a customer RFP which turned into a design build project. The council chambers upgrade consisted of a broadcast camera system that included 4 cameras, broadcast switcher, streaming video. DNG installed 1 complete voting system using Sharp 20" touch screen in 17 seating locations, an AMX control system with 10" touch panel & 1 large 32x32 matrix digital mixer for routing all sources which included 14 PC's. Displays in the room for content viewing included Qty. 4 90" Sharp displays. Audio consisted of 15" gooseneck microphones in each seating area using a Biamp Tesira DSP Processor.

Total Value: \$301,170.89

Completion Date: November 2014



QUALIFICATIONS

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PROJECT REFERENCES

Project Name: Council Chambers Upgrade

Owner: City of Duarte
1600 Huntington Drive
Duarte, CA 91010

Contact: Darrell George

Phone: 626-357-7931

The proposal was originally a customer RFP which turned into a design build project. The council chambers upgrade consisted of a broadcast camera system that included 4 cameras, broadcast switcher, streaming video. DNG installed 1 complete voting system using Sharp 20" touch screen in 17 seating locations, an Extron control system with 10" touch panel & 1 large 32x32 matrix digital mixer for routing all sources which included 14 PC's. Displays in the room for content viewing included Qty. 4 90" Sharp displays. Audio consisted of 15" gooseneck microphones in each seating area using a Biamp Tesira DSP Processor.

Description of Project:

Total Value: \$200,000.00

Completion Date: June 2014

Project Name: Boardroom Design

Owner: Elsinore Valley Municipal Water District
31315 Chaney Street
Lake Elsinore, CA 92530

Contact: Jim Ollerton

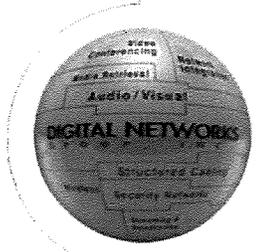
Phone: 951-674-3146

Brief description of how DNG adhered to the schedule and budget: After we were awarded the project, the customer requested some value engineering to help fit the work into their budget. Brandon worked closely with them to come up with the right, cost-effective solution. The customer was very happy that we provided them with a quality installation within their specified time frame.

Description of Project:

Total Value: \$203,547.00

Completion Date: November 2015



QUALIFICATIONS

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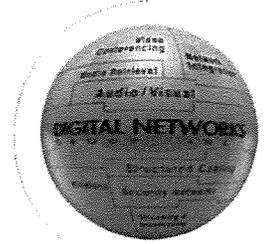
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PROJECT REFERENCES

Project Name: 2nd Floor Buildout
Owner: Ventura Foods
40 Pointe Drive
Brea, CA 92821
Contact: Timothy Hart
Phone: 714-257-3876
Designer Contact: N/A
Construction Manager: N/A
Description of Project: New audio visual system for the Divisible Training Room with up to 3 distinct rooms (2 air walls).
Total Value: \$76,837.39
Scheduled Completion Date: December 2014

Project Name: Training Room
Owner: City of Pasadena
117 E. Colorado Blvd, 3rd Floor
Pasadena, CA 91105
Contact: Randall Hendon
Phone: 626-744-4220
Designer Contact: N/A
Construction Manager: N/A
Description of Project: AV tech installation in 2nd floor meeting room 201,2015 & 225
Total Value: \$69,875.44
Completion Date: July 2014

Project Name: Grand Conference Room
Owner: City of Pasadena
117 E. Colorado Blvd, 3rd Floor
Pasadena, CA 91105
Contact: Randall Hendon
Phone: 626-744-4220
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Audio visual technology installation in Grand Conference room as an extension of the secondary Emergency Operation Center (EOC)
Total Value: \$21,971.04
Completion Date: December 2013



QUALIFICATIONS

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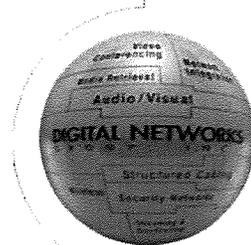


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PROJECT REFERENCES

Project Name: Headquarters Audio Visual System Upgrade
Owner: SCAQMD
21865 Copley Drive
Diamond Bar, CA 91765
Contact: Ray Goldsworthy
Phone: 909-396-2866
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Digital system upgrade in Council Chamber Auditorium, Control Room, and Ancillary Conference Rooms. New Control Room consists of workstation console including an Adobe editing PC, 60" Sharp display, Tightrope digital signage station, Crestron 15" control touch panel, and Broadcast Pix production switcher. 4 AV racks house the Crestron DM 32x32 matrix switcher, Crestron PRO 3 and CP3 control processors, Harman BSS DSP processors, Polycom VTC codec, legacy VTR and VHS decks, as well as Cisco network switches, along with other integrated pieces for a fully functional system.
Total Value: \$1,196,952.00
Completion Date: March 2014

Project Name: AV Upgrade
Owner: Ventura Foods
40 Pointe Drive
Brea, CA 92821
Contact: Timothy Hart
Phone: 714-257-3876
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Furnish and Install new AV system in Executive Conference Room and Boardroom
Total Value: \$183,190.32
Completion Date: July 2013



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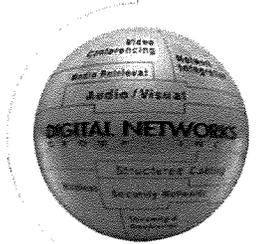
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PROJECT REFERENCES

Project Name: Torrance Police Department Surveillance
Owner: City of Torrance
3300 Civic Center Drive
Torrance, CA 90503
Contact: LT Tom Stark
Phone: 310-328-3456
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Furnish and install outdoor wireless video surveillance system. Installation of IP PTZ surveillance cameras on city intersections.
Total Value: \$150,000.00
Completion Date: January 2013

Project Name: Divisible Conference Rooms
Owner: San Bernardino County Sheriff
655 E. Third Street
San Bernardino, CA 92415
Contact: Dustin Morse
Phone: 909-387-3593
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Furnish and install complete audio visual system in the Main Divisible Conference Room. Including Crestron DigitalMedia System and wireless microphone system.
Total Value: \$82,459.10
Completion Date: October 2012

Project Name: Council Chambers Audio Upgrade
Owner: City of Irvine
1 Civic Center Plaza
Irvine, CA 92606
Contact: Tom Macduff
Phone: 949-724-6216
Designer Contact: N/A
Construction Manager: N/A
Description of Project: New DSP audio system for Council Chambers
Total Value: \$62,283.94
Completion Date: May 2012



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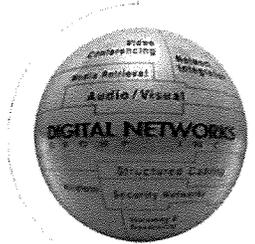


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PROJECT REFERENCES

Project Name: Gensler Architect Relocation
Owner: Gensler Architects
500 S. Figueroa Street
Los Angeles, CA 90071
Contact: Stan Fukawa
Phone: 213-327-3600
Designer Contact: PlanNet Consulting
Jeff Strothers, 714-982-5852
Construction Manager: N/A
Description of Project: Integration of multiple conference and meeting rooms utilizing Crestron's DigitalMedia technology. Included Video Conference Rooms, Executive Conference Rooms, Collaboration Rooms and a 2x2 Video Wall using digital signage software from Spinetex.
Total Value: \$683,462.88
Completion Date: February 2012

Project Name: New Building
Owner: Extron Electronics
1230 S. Lewis Street
Anaheim, CA 92805
Contact: John Fish
Phone: 714-687-6240
Designer Contact: N/A
Construction Manager: CW Driver
Jake Stone, 714-446-9250
Description of Project: Furnished and installed complete audio visual system, structured cabling, Cisco C20 system. Included multiple conference and training rooms, along with "The Ranch" restaurant/saloon.
Total Value: \$935,171.39
Completion Date: June 2012



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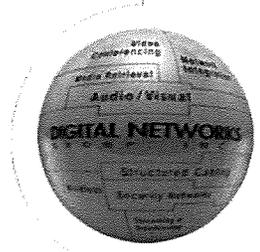
www.digitalnetworksgroup.com

PROJECT REFERENCES

Project Name: FUSION Center
Owner: San Bernardino County Sheriff
655 E. Third Street
San Bernardino, CA 92415
Contact: Dustin Morse
Phone: 909-387-3593
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Integrated new FUSION Center. Featured four 60" LCD displays, 3 HD DLP projectors, ENO interactive whiteboard, HD videoconferencing and an AMX touch screen control system.
Total Value: \$265,758.00
Completion Date: June 2011

Project Name: City Hall
Owner: City of Laguna Niguel
27791 La Paz Rd.
Laguna Niguel, CA 92677
Contact: David Rogers
Phone: 949-3662-4337
Designer Contact: LPA Architecture
949-261-1001
Construction Manager: N/A
Description of Project: Audio Visual & Broadcast system
Total Value: \$581,908.00
Completion Date: July 2011

Project Name: Western Municipal Water District
Owner: Western Municipal Water District
16451 El Sobrante Road
Riverside, CA 92503
Contact: Anita Pearson
Phone: 951-571-7100
Designer Contact: N/A
Construction Manager: N/A
Description of Project: Audio visual for headquarters
Total Value: \$358,991.00
Completion Date: November 2010



QUALIFICATIONS

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PROJECT REFERENCES

Project Name: Rancho Los Amigos National Rehabilitation Center

Owner: County of Los Angeles
1100 N. Eastern Ave.
Los Angeles, CA 90063

Contact: Bob Manuel, Biomed Dept
Phone: 323-267-2489

Description of Project:

Installation and configuration of 45 cameras. System consists of two servers and 2 separate monitoring control rooms for Hospital Security and LA Sherriff. Installed license plate reading cameras for parking structure.

Total Value: \$125,582.00

Completion Date: June 2012

Project Name: Facilities Security Camera Systems

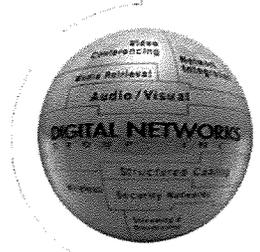
Owner: City of Highland
27215 Base Line
Highland, CA 92346

Contact: Jim Richardson
Phone: 909-863-0284, x101

Description of Project: furnish and install surveillance system in 4 city parks

Total Value: \$28,989.00

Completion Date: January 2015



QUALIFICATIONS

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Extron® Electronics

INTERFACING, SWITCHING AND CONTROL

November 11, 2016

County of San Diego
Department of Purchasing & Contracting
5560 Overland Ave., Suite 270
San Diego, CA 92123

Re: Authorized Extron Reseller

To Whom It May Concern:

Subject: Bid#7702 – County of San Diego, Department of General Services AV System Full Maintenance Services Project

This letter serves as formal confirmation that Digital Networks Group is an authorized Extron reseller able to sell Extron products for the Bid#7702 – County of San Diego, Department of General Services AV System Full Maintenance Services Project. Our role as a supplier to Digital Networks Group is based on all accounts being in good standing and adherence to Extron's policy of customer support and excellence.

Should you have any questions or require further verification, please feel free to call me at 714-491-1500 extension 6236.

Respectfully,

Donald Brown
National Sales Support Manager
Extron Electronics

WORLDWIDE HEADQUARTERS

1025 E. Ball Road • Anaheim, California 92805
800.633.9876 • 714.491.1500 • FAX 714.491.1517 • www.extron.com

Anaheim • Raleigh • Silicon Valley • Dallas • Chicago • New York • Washington, DC • Toronto
Amersfoort • London • Paris • Frankfurt • Singapore • Seoul • Shanghai • Beijing • Tokyo • Bangalore • Dubai



To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that Digital Networks Group Inc. is an authorized CRESTRON Dealer for the CRESTRON product line.

As an authorized CRESTRON Dealer, Digital Networks Group Inc. may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

Elizabeth Malleo
Administrative Support
Crestron Electronics Inc.

Cc: Dave Sell

HARMAN
AMX by HARMAN
3000 RESEARCH DRIVE
RICHARDSON, TX
75082 USA
TEL: 469.624.8000

HARMAN

6/10/2016

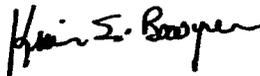
Digital Networks Group, Inc.
100 Columbia Suite 100
Aliso Viejo, CA 92656

To whom it may concern:

This letter shall serve as notice that AMX is proud to acknowledge Digital Networks Group as an authorized AMX channel partner, reseller and service provider of AMX products.

If we can be of any assistance, please do not hesitate to contact us.

Sincerely,



Kevin Bowyer
Vice President, North America
AMX



SHURE INCORPORATED
5800 WEST TOWHY AVE
NILES, IL 60714-4608 USA
P: 847-600-2000
F: 847-600-1212
WWW.SHURE.COM

July 15, 2016

Digital Networks Group Inc
100 Columbia Ste 100
Aliso Viejo, CA 92656-4114

To whom it may concern:

This letter is to inform you that Digital Networks Group, located in Aliso Viejo, CA, is authorized to install Shure products.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Valley". The signature is stylized and cursive.

Tim Valley
Regional Sales Manager
Americas Business Unit
Shure, Inc.

TV: jf

Legal Name	Registration Number	County	City	Registration Date	Expiration Date
DIGITAL NETWORKS GROUP, INC.	1000001928	ORANGE	ALISO VIEJO	06/30/2016	06/30/2017



Certified Technology Specialist Design

Carl Blum

has been examined and has demonstrated competence in all technical aspects of a Certified Technology Specialist-Design, has met the requirements of the InfoComm independent Certification Committee necessary for professional competency, is in good standing in the Directory of Certified Technology Specialists, has agreed to abide by the CTS Code of Ethics and Conduct, and is therefore entitled to use the name Certified Technology Specialist-Design and the CTS[®]-D designation.

Effective Date

July 11, 2012

Date of Expiration

July 31, 2018

Certification Number

2324764

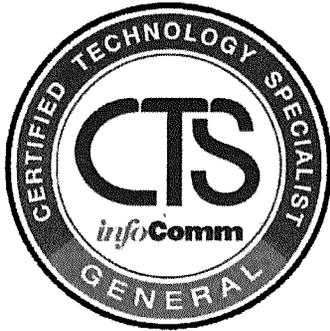
Richard F. Kowalske II, CTS-D, CTS-I
Chair, InfoComm independent
Certification Committee



infoComm
INTERNATIONAL™



The InfoComm Certified Technology Specialist certification is accredited by the American National Standards Institute (ANSI) under the International Standard ISO/IEC 17024 General Requirements for Bodies Operating Certification Schemes of Persons program.



Certified Technology Specialist

Matthew Kessler

has been examined and has demonstrated competence in all technical aspects of a Certified Technology Specialist, has met the requirements of the InfoComm Independent Certification Committee necessary for professional competency, is in good standing in the Directory of Certified Technology Specialists, has agreed to abide by the CTS Code of Ethics and Conduct, and is therefore entitled to use the name Certified Technology Specialist and the CTS® designation.

Effective Date

February 17, 2015

Date of Expiration

February 28, 2018

Certification Number

1332568

Richard F. Kowalske II, CTS-D, CTS-I
Chair, InfoComm independent
Certification Committee



infoComm
INTERNATIONAL®



The InfoComm Certified Technology Specialist certification is accredited by the American National Standards Institute (ANSI) under the International Standard ISO/IEC 17024 General Requirements for Bodies Operating Certification Schemes of Persons program.



Certified Technology Specialist Installation

Matthew Kessler

has been examined and has demonstrated competence in all technical aspects of a Certified Technology Specialist-Installation, has met the requirements of the InfoComm independent Certification Committee necessary for professional competency, is in good standing in the Directory of Certified Technology Specialists, has agreed to abide by the CTS Code of Ethics and Conduct, and is therefore entitled to use the name Certified Technology Specialist-Installation and the CTS®-I designation.

Effective Date
June 11, 2015

Date of Expiration
June 30, 2018

Certification Number
3333305

Richard F. Kowalske II, CTS-D, CTS-I
Chair, InfoComm independent
Certification Committee



infoComm
INTERNATIONAL®



The InfoComm Certified Technology Specialist certification is accredited by the American National Standards Institute (ANSI) under the International Standard ISO/IEC 17024 General Requirements for Bodies Operating Certification Schemes of Persons program.

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF

**REGISTERED COMMUNICATIONS
DISTRIBUTION DESIGNER®**

IS AWARDED TO

Mike Stammire

by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 182438R

Registration Start Date: 1/1/2016

Registration End Date: 12/31/2018



Bicsi
RCDD
Since

11/13/1997

Chair, Registrations & Credentials Supervision Committee

Director of Credentialing



STATE OF CALIFORNIA

Contractors State License Board

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code
and the Rules and Regulations of the Contractors State License Board,
the Registrar of Contractors does hereby issue this license to:

DIGITAL NETWORKS GROUP INC

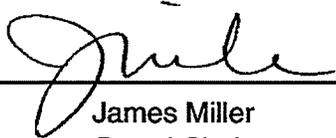
License Number 822511

to engage in the business or act in the capacity of a contractor
in the following classification(s):

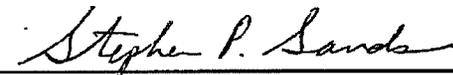
C-7 - LOW VOLTAGE SYSTEMS
C10 - ELECTRICAL

Witness my hand and seal this day,
November 10, 2009

Issued August 7, 2003



James Miller
Board Chair



Stephen P. Sands
Registrar of Contractors

This license is the property of the Registrar of Contractors,
is not transferrable, and shall be returned to the Registrar
upon demand when suspended, revoked, or invalidated
for any reason. It becomes void if not renewed.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
6/29/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Leavitt Southern California Insurance Services #0F13098 1820 E. First Street, Ste 500 Santa Ana CA 92705	CONTACT NAME: Mary Turner PHONE (A/C No. Ext): (714) 569-2700		FAX (A/C No.): (714) 569-3099
	E-MAIL ADDRESS: mary-turner@leavitt.com		
INSURED Digital Networks Group, Inc. 100 Columbia, Ste 100 Aliso Viejo CA 92656	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A Atlantic Specialty Insurance		27154
	INSURER B:		
	INSURER C:		
	INSURER D:		
	INSURER E:		

COVERAGES **CERTIFICATE NUMBER: 2016 GL-Au-Umb-WC** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC			711012668005	7/9/2016	7/9/2017	EACH OCCURRENCE \$ 1,000,000
			DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000				
			MED EXP (Any one person) \$ 10,000				
			PERSONAL & ADV INJURY \$ 1,000,000				
			GENERAL AGGREGATE \$ 2,000,000				
			PRODUCTS - COMP/OP AGG \$ 2,000,000				
			\$				
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			711012668005	7/9/2016	7/9/2017	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
			BODILY INJURY (Per person) \$				
			BODILY INJURY (Per accident) \$				
			PROPERTY DAMAGE (Per accident) \$				
			Medical payments \$				
			\$				
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			711012668005	7/9/2016	7/9/2017	EACH OCCURRENCE \$ 5,000,000
			AGGREGATE \$				
			\$				
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	4060352280006	7/9/2016	7/9/2017	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
General Liability Additional Insured, Primary/non-contributory wording, and waiver of subrogation endorsements available if required. Auto Liability Additional Insured & waiver of subrogation endorsements available if required. Workers Compensation waiver of subrogation available if required.

CERTIFICATE HOLDER *Evidence of Coverage* Digital Networks Group, Inc 100 Columbia Suite 100 Aliso Viejo, CA 92656	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE Gary Wells/JUBAE 

Compliance News Monthly Trade Journal
Publication Affidavit-Declaration of Publication -- State of California

<p>Digital Networks Group, Inc is seeking certified and qualified DVBE subs and/or suppliers to provide Maintenance Services for County of San Diego - Department of General Services Audio Visual System Full Maintenance Services in San Diego,CA</p> <p>Digital Networks Group, Inc. is An Equal Opportunity Employer.</p>	<p>Contact: Lisa Young 100 Columbia, Suite 100 Aliso Viejo,CA,92656 Phone:(949) 428-6333 Fax:(949) 428-6334 Email:</p> <p>Bid Due on:11/16/2016 at 11:00 AM Solicitation Number: 7702</p>
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The Digital Networks Group, Inc Good Faith Effort ad has been published in both the
Compliance News Internet and Hard-Copy publications.
Located Online at: http://www.compliancencenews.com/classified_monthly

The undersigned declares:

I am over the age of 18 years and a citizen of the United States. I am the principal publisher of the
Compliance News Monthly Trade Journal in the City of Long Beach, County of Los Angeles, and
the State of California. The notice, a true copy of which is attached was published on Thu Nov 10
23:20:56 +0000 2016

I declare under penalty of perjury that the foregoing is true and correct. Executed at Long Beach,
California

Henry Sprague III

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Compliance News Daily Focus Journal
Publication Affidavit-Declaration of Publication -- State of California

<p>Digital Networks Group, Inc is seeking certified and qualified DVBE subs and/or suppliers to provide Maintenance Services for County of San Diego - Department of General Services Audio Visual System Full Maintenance Services in San Diego,CA</p> <p>Digital Networks Group, Inc. is An Equal Opportunity Employer.</p>	<p>Contact: Lisa Young 100 Columbia, Suite 100 Aliso Viejo,CA,92656 Phone:(949) 428-6333 Fax:(949) 428-6334 Email:</p> <p>Bid Due on:11/16/2016 at 11:00 AM Solicitation Number: 7702</p>
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The Digital Networks Group, Inc Good Faith Effort ad has been published in both the
Compliance News Internet and Hard-Copy publications.
Located Online at: http://www.compliancencenews.com/classified_daily

The undersigned declares:

I am over the age of 18 years and a citizen of the United States. I am the principal publisher of the
Compliance News Monthly Trade Journal in the City of Long Beach, County of Los Angeles, and
the State of California. The notice, a true copy of which is attached was published on Thu Nov 10
23:20:56 +0000 2016

I declare under penalty of perjury that the foregoing is true and correct. Executed at Long Beach,
California

Henry Sprague III

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Digital Networks Group, Inc LOG

Good Faith Effort for Bid Solicitation 7702

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Important Instructions

NOTE: If your bid-package includes form STD-840, you MUST write "See attached Log sections A, B, & C" on STD-840 and include STD-840 with your GFE documents.

- 1.) Read and complete Section A.
- 2.) We have completed Section B for you.
- 3.) Complete Section C by making follow-up phone calls to the firms listed below.
->For DVBE firms, call at least 3 firms. ->For DBE, MBE, & WBE firms, call all of them.

SPECIAL DIRECTIONS FOR CALTRANS PROJECTS:

As of June 1, 2010 Caltrans now requires primes that do not meet their UDBE & DBE goal to do the following:

1.
 - A. Go to the CalTrans project calendar webpage at <http://dap1.dot.ca.gov/hq/esc/oe/calendar> and log-in using your bid package registration and password.
 - B. Hit on the project number your bidding.
 - C. Hit "See Opt-in records".
 - D. Print this page. You must now contact these Opt-in DBE's as part of your search for participation.
2. Now hit your browser back-button and hit "Primes: Advertise for help" Be sure your listed in the CalTrans "Primes Seeking Assistance".

As of Sept. 2010, Caltrans suggests the following further steps to support Good Faith Effort (GFE).

1. Attend networking opportunity events at mandatory Caltrans pre-bids & district meetings. Include with your GFE, information that you attended the meeting along with the event brochure.
2. As you reach the bid opening date, ask yourself how likely you are to meeting the goal. If its apparent you may not, then do another GFE. This should be done 5 days of bid opening.

SPECIAL DIRECTIONS FOR FEDERALLY FUNDED PROJECTS:

Review your bid documents and search for any references to the Small Business Administration (SBA) and the Minority Business Development Agency (MBDA). If the agencies are mentioned in the bid documents you MUST post your opportunity through their websites. Contact us for more details.

A. Awarding Department Contact Instructions

Many California Good-Faith Efforts may require the bidding contractor to CALL the awarding department or owner and talk with their Good-Faith representative. SEE YOUR CONTRACT DOCUMENTS FOR THIS TELEPHONE NO. Call it and record the result below.

Awarding Department Contact Action

Digital Networks Group, Inc contacted the awarding department issuing this contract at (tel number) email martha.trejejo@sdcounty.ca.gov
_____ at (time) 9:40am on (date) 11-15-16 and discussed Good-Faith Effort with

(Awarding Department Contact) Martha Trevejo

Remarks:(left message, etc.) emailed

Phone call was made by (Prime Rep's do_signature) Lisa Young

B. Federal, State, & Local Agencies Contacted

On 11/10/16, Digital Networks Group, Inc contacted:

1. Federal Agency: System for Award Management (SAM) at <https://www.sam.gov/portal/SAM/##11#1> at 11:20PM on 11/10/2016
 2. State Agency: Office of Small Business & DVBE Certification (OSDC) <http://www.pd.dgs.ca.gov/smbus> at 11:20PM on 11/10/2016
 3. California Unified Certification Program (CUCP) at <http://www.dot.ca.gov/ucp/GetLicenseForm.do> at 11:20PM on 11/10/2016
 4. Local referral organization: Compliance News (www.compliancencenews.com) at 11:20PM on 11/10/2016
-

See Next Page for Firms

11/15/16 NO responses upon Ad's received.
Cjs/pch

C. Summary of Firms Sent Bid Invitations

30 total firms were sent invitations.

Company Name: The Edelman Corporation

Address: 4113 Scotts Valley Dr #104

Scotts Valley, CA, 95066

Phone: (831) 438-6621, **Fax:** (831) 438-6721

Work Categories:

Low Voltage Communications And Wiring Systems, Security Systems Services, Business Consulting Services, N.e.c., Low Voltage Contractor Security Systems Integrator Card Access Control Systems Cctv Systems Command & Control Systems Intrusion Detection System

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: FADER ELECTRIC INC.

Address: 2533 SUMMIT GLEN

ESCONDIDO, CA, 92026

Phone: (760) 473-9284, **Fax:** (760) 798-9945

Work Categories:

Electric, Wiring, Hvac, Solar, Heating, Lighting, Energy, Air, Ventilation, Ac, Pump, Heat, Biotech, Construction, Remodel, Build, Building, Office, Room, Conduit, Low Voltage, High Voltage, Maintenance 201422 - Line Heaters 261215 - Electrical Wire 26121

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: VETERAN TECHNOLOGY SOLUTIONS

Address: 1706 SPENCE ST

SIMI VALLEY, CA, 93065

Phone: (805) 852-2338, **Fax:** (888) 228-0303

Work Categories:

Office Supplies Back Up Systems Laptop Computers Printers Ups Low Voltage Cameras Security Systems, Network Switch Software Copier Scanner Fax Monitor Screen Battery Tower Chassis Power Conditioning 261117 - Batteries And Cells And Accessories 432016 - Ch

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: VICKERS TECHNOLOGY CORPORATION

Address: 1243 LA CRESTA BLVD
CREST,CA, 92021

Phone: (619) 334-9033, **Fax:** (619) 588-1880

Work Categories:

Computer Servers Network Installation Maintenance Routers Firewalls Software Microsoft Symantec Audio
Video Teleconferencing Telecommunications 432014 - System Cards 432015 - System Boards Processors
Interfaces Or Modules 432016 - Chassis Components 43201

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: STRATO COMMUNICATIONS, LLC

Address: 2009 V Street Suite 207
SACRAMENTO,CA, 95818

Phone: (916) 476-8646, **Fax:** (916) 943-1646

Work Categories:

Telecom Data Fiber Software M2m Radio Microwave Optic Wireless Rf Lan Wan Network Wifi Mobile
Shoretel Nec Camera Camcorder Router Multimedia Low Voltage Cat5 Laptop Computer Hard Drive Hp
Printer Polycom Voip Supplies San Printer Copier Ip 201426 - Produ

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: SYSTEMS ENERGY AUDIT COMPANY INC

Address: 8261 HILLANDALE DR
SAN DIEGO,CA, 92120

Phone: (619) 265-1901, **Fax:** (619) 265-1901

Work Categories:

Infrared Thermopgraphic Inspection Power quality surveys on electrical systems high voltage medium voltage
and low voltage Energy audits Water leaks

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: Phazer Electric Inc

Address: P O Box 1804

La Mesa,CA, 91944

Phone: (619) 270-2282, **Fax:** (619) 489-0471

Work Categories:

Electrical (general), Electrical Wiring And Construction, Low Voltage Wiring, Power Distribution Wiring And Plugs, Utility Consulting Services And Applicant Design, Underground Conduit Installations, Private Parking Lot Lighting Installations. 391213 - El

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: SEMPER FI VOICE & DATA SYSTEMS

Address: 965 TEMPERA CT

OCEANSIDE,CA, 92057

Phone: (760) 889-9679, **Fax:** (888) 525-5275

Work Categories:

C7 Low Voltage Cat3 Cat5e, Cat6 Cabling Installation Fiber Optics Telephone Computer Room Telephone Systems Cctv Catv Audio Visual Paging Fiber Optics Pbx Telephone Systems Voice Mail Low Voltage Telephone Data Fiber Cabling Cctv Catv Data & I.t. Equipme

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: American West Coast Security Inc

Address: Po Box 159

Chino,CA, 91708

Phone: (909) 902-0166, **Fax:** (909) 613-0212

Work Categories:

Low Voltage Communications And Wiring Systems, Electrical (general), Security Systems Services, Alarm Systems Burglar Alarms Fire Alarms Monitoring Closed Circuit Tv Cctv Camera Systems Digital Video Recorder Dvr Access Control Security System Alarm Monit

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: MY ELECTRICIAN INC

Address: 32615 Racquet Club Way

LAKE ELSINORE,CA, 92530

Phone: (800) 342-6885, **Fax:** (951) 609-1544

Work Categories:

Mbe Sbe Lighting Dvbe Panels C-10 Green Technology Energy Efficency Auditing Conduit Bending Emt
Ridgid Ballast Lamps Circuits Breakers Transformers Lowvoltage Lights 600v Generators 1 Phase Systems 3
Phase Systems Nec Code 311618 - Washers 312015 - Tape

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Commments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: West Coast Installers Db a West Coast Protection

Address: 12170 Tech Center Dr

Poway,CA, 92064

Phone: (858) 679-5044, **Fax:** (858) 679-6636

Work Categories:

Low Voltage Communications And Wiring Systems, Electrical (general), Security Systems Services, UI
Central Station Monitoring, Maintenance Agreements, Service Agreements Fire Alarm Systems, Security
Systems, Access Control Systems, Cctv Systems, Structure

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Commments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: BROWNS ELECTRICAL

Address: 1673 E ALVIN AVE

SANTA MARIA,CA, 93454

Phone: (805) 714-7647, **Fax:** (805) 928-8528

Work Categories:

electrical construction materials hardware supplies electrical supplies construction materials solar supplies low
voltage voice and data electrical consulting telephone communications fire controls HVAC 251739 - Electrical
components 391217 - Electrical h

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Commments for Solicitation: 7702 County of San Diego - Department of General
Services Audio Visual System Full Maintenance Services

Company Name: BVB Construction Inc

Address: 1889 Knoll Drive

Ventura,CA, 93003

Phone: (805) 642-8381, **Fax:** (805) 642-8382

Work Categories:

Medium Voltage Electrical Low Voltage Fiber Comuncations Wiring Electrical System Testing Retrofit

Design Commercial Industrial High Voltage Grounding Systems Underground Installation of Concrete Duct Banks Solar Panel Systems Fire Alarm and Security HVA

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: SYSTEMS UNLIMITED

Address: 19425 Soledad Canyon Rd #106
CANYON COUNTRY,CA, 91351

Phone: (818) 396-7619, **Fax:** (818) 306-3485

Work Categories:

Computer,computer Systems,software,hardware,it Support,it,network Wiring,configuration,microsoft,audio Visual,systems Configuration,remote Hands Technical Support,technical Support 432116 - Computer Accessories 432117 - Computer Data Input Devices 432118

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: Audio Associates

Address: 8200 Center Dr
La Mesa,CA, 91942

Phone: (619) 461-9445, **Fax:** (619) 461-9469

Work Categories:

Low Voltage Communications And Wiring Systems, Low Voltage Communications And Wiring Systems Audio Video Engineering Audio Equipment Installation 721540 - Specialty Building And Trades Services

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: VIDEO IMAGE SECURITY

Address: PO BOX 2475
MANTECA,CA, 95336

Phone: (209) 239-6290, **Fax:** (209) 239-6290

Work Categories:

INSTALLATION OF ALL CCTV, FIBER OPTICS, IP SYSTEM, COAXIAL CABLE, LOW VOLTAGE SYSTEMS C-07 - Low Voltage Communications and Wiring Systems 261216 - Electrical cable and accessories 451216 - Camera accessories 461716 - Surveillance and detection equipment

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: TTP-US

Address: 393 ENTERPRISE STREET
SAN MARCOS, CA, 92078

Phone: (760) 510-1323, **Fax:** (760) 510-8559

Work Categories:

LOW VOLTAGE COMMUNICATIONS CABLING INSIDE PLANT OUTSIDE PLANT
TELECOMMUNICATIONS DATA PHONE VOICE FIBER CAT5E RCDD BICSI Electrical contractor
construction ISP OSP underground aerial tenant improvements general contractor general construction A -
General

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: Global Security Options

Address: 3475 Valley St
Carlsbad, CA, 92008

Phone: (760) 840-0492, **Fax:** (760) 730-1423

Work Categories:

DVBE Access control, CCTV, cameras, DVR, NVR, perimeter security systems, fencing, active and electrified
fencing, corrections, military, biometrics, ID cards, identification cards, notification systems, Shelters and
Shelter Systems, low voltage, alarm, s

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: VALOR CONSTRUCTORS INC

Address: 1647 GLEN HOLLOW CT
Encinitas, CA, 92024

Phone: (619) 550-7036, **Fax:** (619) 550-7036

Work Categories:

Construction, Buildings--Medical, Parks & Recreation, Industrial Buildings, New Construction,
Renovations, Electrical, Plumbing, HVAC, Drywall, Framing, Roofing, Concrete, Access Control, Intrusion
Detection, Fire Alarm, Fire Sprinkler, Low Voltage, 72

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: Veterans Communication Services Incorporated

Address: 14730 central Ave
Chino,CA, 91710

Phone: (909) 974-1800, **Fax:** (909) 974-2800

Work Categories:

Low Voltage Communications And Wiring Systems, Telecommunication Voice Data Fiber Installation Equipment And Electrical 251739 - Electrical Components 261119 - Clutches 261121 - Industrial Braking Systems 261215 - Electrical Wire 261216 - Electrical Cable

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: JOHNSON ELECTRIC AND SUPPLY

Address: 5560 FAULCONER ST
SAN DIEGO,CA, 92105

Phone: (619) 549-1421, **Fax:** (619) 330-1899

Work Categories:

ELECTRICAL LIGHTING CONTROLS CONDUIT SWITCHGEAR UTILITIES PLUGS PANELS CABLE CABLING WIRE VFD HEATING & COOLING AIR RAILWAY RAILROAD CONCRETE SECURITY CAMERAS SOLAR LED CALCTP C-10 LIGHTS SURVEILLANCE INFRARED ENERGY EFFICIENCY PHOTOVOLTAIC; C-10 - Electr

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: TELECOMPLUS

Address: 3025 INDEPENDENCE DRIVE SUITE H
LIVERMORE,CA, 94551

Phone: (925) 454-3506, **Fax:** (925) 454-3505

Work Categories:

BUILDING ALTERATIONS, COMMUNICATIONS CABLING, LOW VOLTAGE ELECTRICAL, C10 ELECTRICAL, WIRELESS SYSTEMS, TELEPHONE SYSTEMS, MICROWAVE, GROUNDING AND SRG SYSTEMS, FIRE STOPPING, SEISMIC RETROFIT, ENGINEERING AND DESIGN SERVICES, CONSTRUCTION MANAGEMENT, 721

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: VIDEO ELECTRONICS

Address: 3829 UNIVERSITY AVE
SAN DIEGO, CA, 92105

Phone: (619) 284-9922, **Fax:** (619) 284-4567

Work Categories:

Electronic Equipment Parts And Supplies Computers Peripheral Equipment Electrical Apparatus Wiring Supplies Construction Materials Appliances Tv Radio Sets Parts Household Stores Consumer Electronics Electrical / Electronic Appliances Gateway Equipment P

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: MILLER-GREGSON PRODUCTIONS, INC

Address: 8106 Lasaine Avenue
NORTHRIDGE, CA, 91325

Phone: (818) 996-9373, **Fax:** (818) 996-9374

Work Categories:

Audio-visual Production A-v Scriptwriting A-v Producing A-v Direction Creative Writing, Editing Film Research, Production Budgeting Audio-visual Consulting Political Communications, Media Relations And Planning 801615 - Management Support Services 811417

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: BPTelco, Service, Install & Fiber Optics

Address: 475 College Ave #6-25
OCEANSIDE, CA, 92057

Phone: (888) 895-8186, **Fax:** (888) 778-8230

Work Categories:

telecom, data, service, installation, renovations, construction, networking, phone, phone systems, VoIp, broadband, cabling, Fiber Optics, troubleshooting, WiFi, structured cabling, commercial, hospitals, buildings, C-07 - Low Voltage Communications and W

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: DANA ELECTRICAL CONSTRUCTION

Address: 8620 CALLE MIRADOR
EL CAJON,CA, 92021

Phone: (619) 561-9646, **Fax:** (619) 561-9646

Work Categories:

Electric, Wiring, Lighting, Energy, Construction, Remodel, Build, Building, Office, Room, Conduit, Low Voltage, High Voltage, Maintenance, General Building Contractor 721111 - Multiple Unit Dwelling Construction Services 721515 - Electrical System Service

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: CABLE LINKS CONSTRUCTION GROUP, INC.

Address: 5940 E SHIELDS, SUITE 101
FRESNO,CA, 93727

Phone: (559) 277-8555, **Fax:** (559) 274-1555

Work Categories:

Low Voltage Electrical Systems; COMMUNICATIONS SERVICES; Intelligent Transportation Systems (ITS);

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: McKee Electric Company

Address: 1406 North Chester Ave
BAKERSFIELD,CA, 93308

Phone: (661) 399-3321, **Fax:** (661) 399-3323

Work Categories:

Electrical contractor commercial industrial construction maintenance repair troubleshoot installation overhead underground light wire utilities data communication distribution lines transmission engineering design electric cable conduit emergency voltage,

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: Visual Systems & Services

Address: 28355-410 Industry Dr

Valencia,CA, 91355

Phone: (661) 242-6995, **Fax:** (661) 242-6995

Work Categories:

Electrical Appliances, Tv & Radio Sets, Communications Services, N.e.c., Audio Video Teleconferencing

Wireless Microphones Public Address Kiosks Digital Signage Audio Video Teleconferencing Wireless

Microphones Pa Public Address Kiosks Digital Signage Pla

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name: SOUTHEAST C&I ELECTRIC CO. INC

Address: 9527 Ahmann Ave

WHITTIER,CA, 90604

Phone: (562) 699-6500, **Fax:** (562) 699-6933

Work Categories:

Electrical Service Maintenance Energy Conservation Trouble Shooting High And Low Voltage Electrical

Service Tenant Improvement Signage New Construction Lighting Efficiency 721015 - Building Maintenance

And Repair Services 721029 - Facility Maintenance And

Phone Solicitation Information

Date/s-Time/s Solicited by Phone: _____

Person Contacted and Comments for Solicitation: 7702 County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Affidavit of Fax Solicitation

The undersigned employee of Compliance News Publishing, located in the City of Long Beach, County of Los Angeles, and the State of California, declares that bid solicitation letters have been faxed to the following 30 firms listed below at 11:20PM on 11/10/2016. I am over the age of 18 years and a citizen of the United States. I declare under penalty of perjury that the foregoing is true and correct. Executed at Long Beach, California.

Henry Sprague III

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

<http://www.digitalnetworksgroup.com>

INVITATION TO BID

November 10, 2016

Attn: The Edelman Corporation

4113 Scotts Valley Dr #104

Scotts Valley, CA, 95066

We are seeking certified and qualified DVBE subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Fax Confirmations for County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Company Name	Fax	Status	Attempts	Time Sent
The Edelman Corporation	(831) 438-6721	Failure	1	
FADER ELECTRIC INC.	(760) 798-9945	Success	1	11/10/2016 at 11:28 PM
VETERAN TECHNOLOGY SOLUTIONS	(888) 228-0303	Success	1	11/10/2016 at 11:34 PM
VICKERS TECHNOLOGY CORPORATION	(619) 588-1880	Failure	1	
STRATO COMMUNICATIONS, LLC	(916) 943-1646	Success	1	11/10/2016 at 11:23 PM
SYSTEMS ENERGY AUDIT COMPANY INC	(619) 265-1901	Failure	1	
Phazer Electric Inc	(619) 489-0471	Success	1	11/10/2016 at 11:28 PM
SEMPER FI VOICE & DATA SYSTEMS	(888) 525-5275	Success	1	11/10/2016 at 11:28 PM
American West Coast Security Inc	(909) 613-0212	Success	1	11/10/2016 at 11:28 PM
MY ELECTRICIAN INC	(951) 609-1544	Failure	1	
West Coast Installers Db a West Coast Protection	(858) 679-6636	Success	1	11/10/2016 at 11:28 PM
BROWNS ELECTRICAL	(805) 928-8528	Success	1	11/10/2016 at 11:28 PM
BVB Construction Inc	(805) 642-8382	Success	1	11/10/2016 at 11:28 PM
SYSTEMS UNLIMITED	(818) 306-3485	Success	1	11/10/2016 at 11:28 PM
Audio Associates	(619) 461-9469	Success	1	11/10/2016 at 11:28 PM
VIDEO IMAGE SECURITY	(209) 239-6290	Success	1	11/10/2016 at 11:29 PM
TTP-US	(760) 510-8559	Success	1	11/10/2016 at 11:29 PM
Global Security Options	(760) 730-1423	Failure	1	
VALOR CONSTRUCTORS INC	(619) 550-7036	Failure	1	
Veterans Communication Services Incorporated	(909) 974-2800	Success	1	11/10/2016 at 11:29 PM
JOHNSON ELECTRIC AND SUPPLY	(619) 330-1899	Failure	1	
TELECOMPLUS	(925) 454-3505	Success	1	11/10/2016 at 11:29 PM
VIDEO ELECTRONICS	(619) 284-4567	Success	1	11/10/2016 at 11:29 PM
MILLER-GREGSON PRODUCTIONS, INC	(818) 996-9374	Failure	1	
BPTelco, Service, Install & Fiber Optics	(888) 778-8230	Success	1	11/10/2016 at 11:29 PM
DANA ELECTRICAL CONSTRUCTION	(619) 561-9646	Failure	1	
CABLE LINKS CONSTRUCTION GROUP, INC.	(559) 274-1555	Success	1	11/10/2016 at 11:29 PM
McKee Electric Company	(661) 399-3323	Success	1	11/10/2016 at 11:29 PM
Visual Systems & Services	(661) 242-6995	Success	1	11/10/2016 at 11:29 PM
SOUTHEAST C&I ELECTRIC CO. INC	(562) 699-6933	Failure	1	

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

<http://www.digitalnetworksgroup.com>

INVITATION TO BID

November 10, 2016

Attn: FADER ELECTRIC INC.

2533 SUMMIT GLEN

ESCONDIDO, CA, 92026

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

<http://www.digitalnetworksgroup.com>

INVITATION TO BID

November 10, 2016

Attn: VETERAN TECHNOLOGY SOLUTIONS

1706 SPENCE ST

SIMI VALLEY, CA, 93065

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

http://www.digitalnetworksgroup.com

INVITATION TO BID

November 10, 2016

Attn: VICKERS TECHNOLOGY CORPORATION

1243 LA CRESTA BLVD

CREST, CA, 92021

We are seeking certified and qualified DVBE subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Digital Networks Group, Inc

100 Columbia, Suite 100
Aliso Viejo, CA 92656
Telephone: (949) 428-6333
Fax: (949) 428-6334
<http://www.digitalnetworksgroup.com>

INVITATION TO BID

November 10, 2016
Attn: STRATO COMMUNICATIONS, LLC
2009 V Street Suite 207
SACRAMENTO, CA, 95818

We are seeking certified and qualified DVBE subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:
Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

http://www.digitalnetworksgroup.com

INVITATION TO BID

November 10, 2016

Attn: SYSTEMS ENERGY AUDIT COMPANY INC

8261 HILLANDALE DR

SAN DIEGO, CA, 92120

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

Subcontractors will be required to enter into our standard contract. No modifications to the contract are permitted.

If you have any questions please do not hesitate to contact us.

Digital Networks Group, Inc

100 Columbia, Suite 100

Aliso Viejo, CA 92656

Telephone: (949) 428-6333

Fax: (949) 428-6334

http://www.digitalnetworksgroup.com

INVITATION TO BID

November 10, 2016

Attn: Phazer Electric Inc

P O Box 1804

La Mesa, CA, 91944

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

Quotes are needed for:

Maintenance Services.

Please indicate if you will be bidding on this project and fax your response to (949) 428-6334.

Yes, we will bid No, not interested

We are an Equal Opportunity Employer and intend to seriously negotiate with certified and qualified DVBE subcontractors and/or suppliers for project participation.

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INVITATION TO BID

November 10, 2016

Attn: SEMPER FI VOICE & DATA SYSTEMS

965 TEMPERA CT

OCEANSIDE, CA, 92057

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

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Location: San Diego, CA

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INVITATION TO BID

November 10, 2016

Attn: American West Coast Security Inc

Po Box 159

Chino, CA, 91708

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

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INVITATION TO BID

November 10, 2016

Attn: MY ELECTRICIAN INC

32615 Racquet Club Way

LAKE ELSINORE, CA, 92530

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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INVITATION TO BID

November 10, 2016

Attn: West Coast Installers Dba West Coast Protection

12170 Tech Center Dr

Poway, CA, 92064

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

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Solicitation Number: 7702

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INVITATION TO BID

November 10, 2016

Attn: BROWNS ELECTRICAL

1673 E ALVIN AVE

SANTA MARIA, CA, 93454

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

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INVITATION TO BID

November 10, 2016

Attn: BVB Construction Inc

1889 Knoll Drive

Ventura, CA, 93003

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

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INVITATION TO BID

November 10, 2016

Attn: SYSTEMS UNLIMITED

19425 Soledad Canyon Rd #106

CANYON COUNTRY, CA, 91351

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

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INVITATION TO BID

November 10, 2016

Attn: Audio Associates

8200 Center Dr

La Mesa, CA, 91942

We are seeking certified and qualified DVBE subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

Contact: Lisa Young

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INVITATION TO BID

November 10, 2016

Attn: VIDEO IMAGE SECURITY

PO BOX 2475

MANTECA, CA, 95336

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

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INVITATION TO BID

November 10, 2016

Attn: TTP-US

393 ENTERPRISE STREET

SAN MARCOS, CA, 92078

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

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INVITATION TO BID

November 10, 2016

Attn: Global Security Options

3475 Valley St

Carlsbad, CA, 92008

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

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INVITATION TO BID

November 10, 2016

Attn: VALOR CONSTRUCTORS INC

1647 GLEN HOLLOW CT

Encinitas, CA, 92024

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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INVITATION TO BID

November 10, 2016

Attn: Veterans Communication Services Incorporated

14730 central Ave

Chino, CA, 91710

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

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INVITATION TO BID

November 10, 2016

Attn: JOHNSON ELECTRIC AND SUPPLY

5560 FAULCONER ST

SAN DIEGO, CA, 92105

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

Solicitation Number: 7702

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INVITATION TO BID

November 10, 2016

Attn: TELECOMPLUS

3025 INDEPENDENCE DRIVE SUITE H

LIVERMORE, CA, 94551

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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INVITATION TO BID

November 10, 2016

Attn: VIDEO ELECTRONICS

3829 UNIVERSITY AVE

SAN DIEGO, CA, 92105

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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INVITATION TO BID

November 10, 2016

Attn: MILLER-GREGSON PRODUCTIONS, INC

8106 Lasaine Avenue

NORTHRIDGE, CA, 91325

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

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INVITATION TO BID

November 10, 2016

Attn: BPTelco, Service, Install & Fiber Optics

475 College Ave #6-25

OCEANSIDE, CA, 92057

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INVITATION TO BID

November 10, 2016

Attn: DANA ELECTRICAL CONSTRUCTION

8620 CALLE MIRADOR

EL CAJON, CA, 92021

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INVITATION TO BID

November 10, 2016

Attn: CABLE LINKS CONSTRUCTION GROUP, INC.

5940 E SHIELDS, SUITE 101

FRESNO, CA, 93727

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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INVITATION TO BID

November 10, 2016

Attn: McKee Electric Company

1406 North Chester Ave

BAKERSFIELD, CA, 93308

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

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INVITATION TO BID

November 10, 2016

Attn: Visual Systems & Services

28355-410 Industry Dr

Valencia, CA, 91355

We are seeking certified and qualified **DVBE** subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

Location: San Diego, CA

Bid Due Date: 11/16/16 at 11:00 AM PST

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INVITATION TO BID

November 10, 2016

Attn: SOUTHEAST C&I ELECTRIC CO. INC

9527 Ahmann Ave

WHITTIER, CA, 90604

We are seeking certified and qualified DVBE subcontractors and/or suppliers for:

Project: County of San Diego - Department of General Services Audio Visual System Full Maintenance Services

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Lisa Young

From: Lisa Young
Sent: Tuesday, November 15, 2016 9:42 AM
To: 'martha.trevejo@sdcounty.ca.gov'
Subject: DVBE Good Faith - RFB 7702

Good morning Martha,

I wanted to check with you and see if you already knew of any DVBE's that would be interested in participating with us on this proposed project?

Thank you for your help.

Sincerely,

Lisa Young
Sales Support

We've moved. Please note our new address below.

20382 Hermana Cir.
Lake Forest, CA 92630

tel: 949-428-6354
fax: 949-428-6334
Email: lyoung@digitalnetworksgroup.com

DNG | Digital Networks Group
AV and IT Systems Integration

www.digitalnetworksgroup.com

Lisa Young

From: Microsoft Outlook
To: martha.trevejo@sdcounty.ca.gov
Sent: Tuesday, November 15, 2016 9:42 AM
Subject: Relayed: DVBE Good Faith - RFB 7702

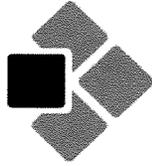
Delivery to these recipients or groups is complete, but no delivery notification was sent by the destination server:

martha.trevejo@sdcounty.ca.gov (martha.trevejo@sdcounty.ca.gov)

Subject: DVBE Good Faith - RFB 7702

Next

Bid



KARCHERGROUP

Improving the Business Environment

County of San Diego

Audio Visual Systems Full Maintenance Services Contract

RFB 7702

11/14/2016

2016/11/16 AM09:24 52s

Completed by:

Jessica Jenkins, Proposal Writer and Sales Administrator

Tel: 571-299-2629

jjenkins@karchergroup.com

<http://www.karchergroup.com>

November 14, 2016

County of San Diego
Department of Purchasing and Contracting
5560 Overland Avenue, Ste 270
San Diego, CA 92123-1204

Attention: John Pellegrino (COR), Martha Travejo (COR)

Subject: Request for Bid – Solicitation # 7702 issued 27 September 2016 – Audio Visual System Full Maintenance Services

Dear Mr. Pellegrino/Mrs. Travejo:

This correspondence shall serve as the official transmittal cover for Karcher Group's (KGI) RFB 7702 Bid Proposal and provide a general background of the business and its capabilities. Please refer to KGI's Past Performance and References document for a detailed review of several successfully completed projects.

To offer an overview of KGI, we have been operating for more than 28 years and are a Small, Veteran-Owned business. KGI is a full-service audiovisual (AV) engineering firm providing beginning-to-end service. We specialize in AV system engineering, fabricating and installing presentation systems, video-teleconferencing, including those for board rooms, conferencing rooms, training rooms, auditoriums, network operation centers (NOCs) and war rooms. We currently manage over \$1.5 million dollars in Advanced AV System Maintenance contracts for clients spanning across the United States. Our clients are primarily Federal Civil and Defense sectors; however, we have been successful in the commercial business arena as well. Karcher Group has extensive experience in Customized, Design and Built Audiovisual Systems. We are partners with Cisco, Vidyo and Polycom (VTC Product Manufacturers), and partners with Crestron and AMX (Control Systems Manufacturers), Extron and Altinex (Switching Equipment Manufacturers). Our technical staff includes System Designers, Control System Programmers, Project Managers, and Installation Technicians.

KGI has reviewed Section C of the solicitation and takes no exceptions to any of the Terms and Conditions of the Sample Contract, Statement of Work, Insurance Requirements, Pricing Schedule, or any of the Solicitation Documents. Should the County make the decision to award the resultant AV Support Contract, we agree to provide the highest level of technical support and ensure all deliverables are executed free of complications and on-schedule.

Please note, Karcher Group has made a Good Faith Effort in securing a DVBE subcontractor to meet or exceed the 3% Participation Goals. Information Management Resources, Inc. (IMRI) will be supporting a portion of the Technical Onsite Services. Once all subcontracting planning and negotiations have been finalized, KGI will provide the County with an updated DVBE Participation Plan. If needed, IMRI has expressed it can validate our Subcontracting Plan and negotiations that are being discussed and finalized.

Karcher Group's RFB 7702 Bid Proposal includes the following:

1. Transmittal Cover (this document)
2. PC 600 Form
3. Representations and Certifications
4. Indemnification Agreement
5. Pricing Schedule
6. Designation of Subcontractors and DVBE Participation Summary
7. KGI Maintenance Agreement and Equipment List

8. Past Performance and References
9. Licenses and Certifications
10. Addendums Acknowledged

This offer is valid for 90 days from submission date.

Business Size: Karcher Group qualifies as a Small Veteran-Owned Company

Commercial and Government Entity (CAGE) Code: 0ET80

Data Universal Numbering System (DUNS): 19-427-8958

Tax Identification Number (TIN): 54-1464317

Points of Contact (Contracts, Pricing, Technical): Jessica Jenkins, Ed Sandford, and Hong Cheng

Should you have any questions or concerns, please contact me at 571-299-2629 or via email at jjenkins@karchergroup.com

Sincerely,



Jessica Jenkins

Proposal Writer & Sales Administrator

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM**

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPONSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPENING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE **MUST** INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 938055

DIR REGISTRATION NUMBER 100025836

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 [] 2 [] 3 [] 4 [] 5 []

SUBJECT TO ACCEPTANCE WITHIN 90 DAYS	PAYMENT TERMS NET 30 DAYS OR % DAY
NAME AND ADDRESS OF BIDDER Karcher Group, Incorporated STREET, CITY, STATE, ZIP 1241 North Lakeview Avenue, Suite H Anaheim, CA 92807	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER:  November 8, 2016
TELEPHONE: NUMBER (714) 939-0555 FAX TELEPHONE: (703) 631-3476	SIGNATURE OFFEROR DATE
E-MAIL <u>ijenkins@karchergroup.com</u>	PRINTED NAME: Jessica Jenkins
	PRINTED TITLE: Proposal Writer and Sales Administrator

-----NOTIFICATION OF AWARD-----

ACCEPTANCE AS TO ITEM(S) NUMBERED: (VC No.)	(THIS SECTION FOR COUNTY USE ONLY) COUNTY OF SAN DIEGO BY: _____ DATE: _____ JOHN M. PELLEGRINO, DIRECTOR DEPT OF PURCHASING & CONTRACTING
---	--

TOTAL AMOUNT	AWARD NO.	NAME AND TITLE OF CONTRACTING OFFICER
--------------	-----------	---------------------------------------

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

BUSINESS TYPE

For-profit Non-profit Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:
 Disabled Veteran Business Enterprise (DVBE)
Certification #: _____

Small Business Enterprise (SBE)
Certification #: HQ Office Small-Business SWAM Certified in Virginia.

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:
 Veteran Owned Small Business (VOSB)
Certification # _____
 Service Disabled Veteran Owned Small Business (SDVOSB)
Certification # _____

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100 %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1 Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2 Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3 Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4 If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California

Name: Jessica Jenkins
Title: Proposal Writer and Sales Administrator

Signature: 
Date: November 8, 2016

Company/Organization: Karcher Group Incorporated

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT**

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: Karcher Group Incorporated ("Offeror") with reference to the following facts:

WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "EXHIBIT – CONFIDENTIAL/PROPRIETARY" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's EXHIBIT-CONFIDENTIAL/PROPRIETARY;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's EXHIBIT-CONFIDENTIAL/PROPRIETARY based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's EXHIBIT-CONFIDENTIAL/PROPRIETARY in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's EXHIBIT-CONFIDENTIAL/PROPRIETARY.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's EXHIBIT-CONFIDENTIAL/PROPRIETARY.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>Karcher Group Incorporated</u>
Authorized Representative Name:	<u>Jessica Jenkins</u>
Authorized Representative Title:	<u>Proposal Writer and Sales Administrator</u>
Signature: <u>Jessica Jenkins</u>	Date: <u>November 8, 2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 19,717.33	\$ 118,304.00
2	General Maintenance and Support for CAC	6	Monthly	\$ 2,800.33	\$ 16,802.00
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 7,916.67	\$ 47,500.00
INITIAL TERM PERIOD – TOTAL PRICE					\$ 182,606.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 95.00
---------------------------------	----------

FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 19,717.33	\$ 236,608.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,800.33	\$ 33,604.00
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 7,916.67	\$ 95,000.00
FIRST OPTION PERIOD – TOTAL PRICE					\$ 365,212.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 95.00
---------------------------------	----------

SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 19,717.33	\$ 236,608.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,800.33	\$ 33,604.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,916.67	\$ 95,000.00
SECOND OPTION PERIOD – TOTAL PRICE					\$ 365,212.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 95.00
---------------------------------	----------

THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 19,717.33	\$ 236,608.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,800.33	\$ 33,604.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,916.67	\$ 95,000.00
THIRD OPTION PERIOD – TOTAL PRICE					\$ 365,212.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 95.00
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 19,717.33	\$ 236,608.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 2,800.33	\$ 33,604.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,916.67	\$ 95,000.00
THIRD OPTION PERIOD – TOTAL PRICE					\$ 365,212.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 95.00
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 182,606.00
FIRST OPTION PERIOD – TOTAL PRICE	\$ 365,212.00
SECOND OPTION PERIOD – TOTAL PRICE	\$ 365,212.00
THIRD OPTION PERIOD – TOTAL PRICE	\$ 365,212.00
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 365,212.00
BASIS OF AWARD	\$ 1,643,454.00

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
1	<i>Onsite Technical Support</i>	3%	<i>Information Management Resources, Inc. Aliso Viejo, CA 92656</i>	<i>Disabled-Veteran Owned Small Business, #6250, exp. 11/30/2018</i>	<i>None Available</i>

Total Percent SUBCONTRACTED: 3%

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS
DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION

BUSINESS NAME (PRIME)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
<i>Karcher Group, Inc.</i>	1000025836	<i>jjenkins@karchergroup.com</i>

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
<i>Information Management Resources, Inc.</i>	<i>None Available</i>	<i>vcraig-parker@jmri.com</i>

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input checked="" type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section	
Offeror:	<i>Karcher Group Incorporated</i>
Offeror's Representative:	<i>Jessica Jenkins, Proposal Writer and Sales Administrator</i>

Exemptions (complete only if Offeror qualifies for one of the exemptions below)	
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:	
<input type="checkbox"/>	Government Agency
<input type="checkbox"/>	Nonprofit Organization
<input type="checkbox"/>	Small Business Enterprise (SBE), pursuant to Board Policy B-53 State of California SBE Certification #: _____
<input type="checkbox"/>	Veteran Owned Business (VOB), pursuant to Board Policy B-39a VOB status due to certification as a: <input type="checkbox"/> DVBE - State of California Certification #: _____ <input type="checkbox"/> VOSB - U.S. VA Certification #: _____ <input type="checkbox"/> SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)	
<input type="checkbox"/>	Offeror will self-perform 100% of the services.
<input type="checkbox"/>	Complete and attach DVBE Subcontractor Participation Plan
<input checked="" type="checkbox"/>	Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION PLAN

Offeror: Karcher Group Incorporated Offeror Representative: Jessica Jenins

Project Title: County of San Diego - Audio Visual Maintenance Support Services

ITEM NO.	DESCRIPTION OF WORK, SERVICE OR MATERIAL	NAME, ADDRESS, TELEPHONE NUMBER AND CERTIFICATION NUMBER OF CERTIFIED DVBE TO BE USED	DOLLAR AMOUNT TO BE PAID THIS DVBE
1	Onsite Chambers Technical Support	Name: Vonnie Craig-Parker	\$50,000.00
		Address: 85 Argonaut #200 Allso Viejo, CA 92656	
		Telephone #: 949-215-8889 Certification #: 6250	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
TOTAL AMOUNT TO CERTIFIED DVBE			\$

Use additional sheets if necessary. Compute utilization on last sheet.

Sheet 1 of 1 (complete if submitting more than one sheet)

COMPUTATION OF UTILIZATION AND COMPARISON WITH THE SUBCONTRACTOR PARTICIPATION GOAL	
$\frac{\text{Total Amount to Certified DVBE}}{\text{Total Bid/Proposal}} \times 100 = \text{Percent of Utilization}$	Goal = 3%
$\frac{\$50,000.00}{\$1,643,454.00} \times 100 = 3\%$	Submit Documentation of Good Faith Effort if goal is not met.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	<i>Information Management Resources, Inc.</i>	<i>November 10, 2016, Telephone/Email</i>	<i>Pending Negotiations</i>
2.	<i>Alliance Resource Group, Inc.</i>	<i>November 10, 2016, Telephone</i>	<i>No</i>
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

Sheet 1 of 2 (complete if submitting more than one sheet)

B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE



KARCHERGROUP
Improving the Business Environment

14221-A Willard Rd
Suite 1500
Chantilly, Virginia 20151
703-631-6626 ph.
703-631-3476 Fax

November 11, 2016

County of San Diego
Department of Purchasing and Contracting
5560 Overland Avenue, Ste 270
San Diego, CA 92123-1204

ATTN: RFB 7702 Proposal Review Committee

SUBJ: DVBE Good Faith Effort Solicitations and Documentation

To Whom It May Concern,

Please accept this correspondence as proof of Karcher Group's (KGI) Good Faith Effort to meet the Disabled-Veteran Business Enterprise (DVBE) Participation Goals under RFB 7702 and Audio Visual System Full Maintenance Services contract to be determined for award.

KGI has contacted two qualified and California Certified DVBE businesses to subcontract a portion of the Onsite Chambers Technical Services for the duration of the initial term and all option periods of performance thereafter. The two businesses were Information Management Resources, Inc. (IMRI) and Alliance Resources Group, Inc. (ARGI). Karcher Group called both contacts for each certified DVBE. Upon speaking with ARGI contact Ted Fuentes, KGI's CEO explained the scope of the maintenance support to be offered to the County of San Diego. Also briefly discussed was how the subcontracting partnership will be accomplished. Mr. Fuentes expressed interest and explained he was traveling and would follow-up with Karcher Group. However, upon review of ARGI's physical location, shop size, and failure to follow-up, KGI determined ARGI may have difficulty to deliver the specified onsite support services so no further action was taken with ARGI.

Karcher Group spoke with Vonnie Craig-Parker of IMRI. Again, our owner explained the Scope of the contract, what technical support services are to be delivered, and our initial plans to accomplish the 3% DVBE Participation Goals and a Subcontracting Agreement. IMRI expressed their interest in moving forward with the agreement and KGI provided them it's Statement of Qualifications and a quotation proposal for IMRI to respond to with their final price to fulfill the services (Documentation Proof Attached). While these negotiations are still under review between both entities, KGI is highly motivated to move forward with the partnership and still plans to meet or exceed the DVBE Participation Goals for this project. Once IMRI bid proposal has been received and accepted, an updated DVBE Participation Plan shall be provided to the Department of Purchasing and Contracting and the Proposal Review Committee for RFB 7702 for consideration.

KGI aims to work with the County to meet its intended socio-economic business designations for this project and facilitate the absolute best maintenance support services for all specified AV Systems and Technical Meeting Support requirements. Therefore, it is our hope the County will allow all subcontracting negotiations between IMRI and KGI be completed and accepted as a viable DVBE Participation Plan. Should the County have any additional questions or require any documentation to support the Good Faith Effort made with the DVBE's, please feel free to contact Jessica Jenkins at jjenkins@karchergroup.com.

Respectfully,

Jessica Jenkins
Proposal Writer and Sales Administrator

Jessica Jenkins

From: Jessica Jenkins
Sent: Thursday, November 10, 2016 4:51 PM
To: 'Vcraig-parker@imri.com'
Cc: Chris Karcher
Subject: DVBE Partnership for RFB 7702 - County of San Diego AV Support
Attachments: DVBE Participation Quote - Rev1.pdf; KGI 2016 Statement of Qualifications.pdf

Good Afternoon Vonnie,

Thanks so much for your interest in a possible partnership with KGI on the County of San Diego AV Support Contract. As Chris may have mentioned we are seeking qualified and certified DVBE businesses to partner with on this contract; in an effort to meet the end-user's 3% DVBE Participation Goals. We are confident that this type of partnership between IMRI and KGI may prove to be mutually beneficial for this contract and those in the future as well.

I want to provide you the quote for the Onsite Chambers Technical Services requirements of the Support Contract. I believe Chris may have shared some numbers with you earlier, but I have since had to scrub the quote and found some mathematical errors that were corrected. Please markup the quote 10 points as discussed. The AV Full Service Contract scope of work is also included at the top of the quote.

Also attached is the Karcher Group Statement of Qualifications for your review. The document is very comprehensive in showing KGI's business model, past performance, and general capabilities.

Please let me know if you have any questions or concerns.

Thanks and I look forward to hearing from you.

Jessica Jenkins
Proposal and Sales Administrator
Karcher Group Inc.
O: 703-631-6626 D: 571-299-2629 F: 703-631-3476
jjenkins@karchergroup.com





14221-A Willard Road
Suite 1500
Chantilly, VA 20151
(703) 631-6626 (PH)
(703) 631-3476 (FX)

November 14, 2016

Quote # COSDSUPP11102016

Qualified Disabled Veteran-Owned Business Enterprise

County of San Diego, Department of General Services, Audio Visual Full Service Contract includes AV maintenance, repair/replacement, and technical onsite support for AV equipment located in the County Operations Center (COC) office buildings and Conference Center and County Administration Center (CAC). The contract will be for an initial period of six (6) months, plus four (4) additional one-year options and a six month (6) extension. Specific support tasks to be performed includes Preventative Maintenance (PMs) inspections on all specified equipment 1x per year for COC office buildings and quarterly for the Conference Centers main conference rooms and adjacent closed session rooms. Other support tasks to be performed are Special Meeting Support at the CAC Conference Chambers and smaller closed session rooms, daily telephone technical support, onsite servicing for emergency calls within two (2) business days, software/firmware upgrades, equipment repair, parts/equipment replacement, and equipment manufacturer warranty management.

Karcher Group submits the following Open Market price information for your consideration.

GSA-OM	Qty	Manufacturer	Part #	Description	Unit Price	Ext. Price
OM	1	KGI	KGI-SUPPORTTERM1	Onsite Chambers Technical Services - January 1, 2017- June 30, 2017	\$5,540.00	\$5,540.00
OM	1	KGI	KGI-SUPPORTOP1	Onsite Chambers Technical Services - July 1, 2017-June 30, 2018	\$11,115.00	\$11,115.00
OM	1	KGI	KGI-SUPPORTOP2	Onsite Chambers Technical Services - July 1, 2018 - June 30, 2019	\$11,115.00	\$11,115.00
OM	1	KGI	KGI-SUPPORTOP3	Onsite Chambers Technical Services - July 1, 2019 - June 30, 2020	\$11,115.00	\$11,115.00
OM	1	KGI	KGI-SUPPORTOP4	Onsite Chambers Technical Services - July 1, 2020 - June 30, 2021	\$11,115.00	\$11,115.00
Equipment Subtotal:					\$50,000.00	
GSA-70	0	KGI	KGI-ADVDSG	Advanced Audio Visual Systems Design ~ Per Hour	\$116.00	
GSA-70	0	KGI	KGI-INSTALL	Installation Technician ~ Per Hour	\$95.00	
GSA-70	0	KGI	KGI-ADVPRG	Advanced Audio Visual Systems Programming ~ Per Hour	\$121.00	
GSA-70	0	KGI	KGI-PM	Project Manager ~ Per Hour	\$116.00	
0	0	KGI	TRAVEL	Travel Expenses	\$0.00	
	1	KGI	KGI-TSSAB	Technical System Schematics AS-Built	\$0.00	\$0.00
	1	KGI	KGI-OPSMANUAL	Technical Operations Manual	\$0.00	\$0.00
	1	KGI	Warranty-Std.	1-Year Standard Warranty	\$0.00	\$0.00
	0	KGI	Warranty-PM	Proactive Preventive Maintenance Check-Up	\$0.00	
	0	KGI	Warranty-Gold	Warranty with PM (Each Full Additional Year)	\$5,000.00	
Services Subtotal:					\$0.00	
This document includes data that is Karcher Group Incorporated work product and intellectual property. The authorized recipient shall not duplicate, use or disclose, in whole or in part the data contained herein, for any purpose other than to evaluate this proposal and quote.					Sales Tax	\$0.00
Total:					\$50,000.00	

Thank you for considering Karcher Group for your PRO-AV Hardware and Service requirements.
Small Veteran Owned Business

Karcher Group Inc.

GSA Contract Schedule-58: GS-03F-0021W, Expires 31 OCT 2019

GSA Contract Schedule-70: GS-35F-0304J, Expires 25 MAR 2019

Federal Tax ID # 54-1464317

Terms: Net 30 Days

Cage Code #: 0ET80

FOB: Destination (CONUS ONLY)

DUNS #: 194278958

Quote is valid for 30 Days

Jessica Jenkins | Proposal Writer and Sales Administrator

Karcher Group Inc. | 14221-A Willard Road, Suite 1500 | Chantilly, VA 20151

(703) 631-6626 (Main) | (571) 299-2629 (Direct) | (703) 631-3476 (Fax)

jjenkins@karchergroup.com | www.karchergroup.com

November 9, 2016

**Support Agreement
For
County of San Diego, Department of General Services Audio Visual Full Service Contract**

Introduction

KARCHER GROUP INC. (KGI) is a veteran owned small business, headquartered in Chantilly VA with 20+ years of experience in the Audio-Visual industry. KGI-West offices in Anaheim, CA shall provide all technical support under this contract. KGI is a member of the ICIA and employs CTS Certified Designers, Installers, Programmers, and Project Managers to provide top-quality media rich collaboration and AV systems to its clientele.

Karcher Group Inc. is pleased to respond to RFB 7702, County of San Diego and Department of General Services for equipment maintenance and support for audio visual equipment at all buildings located on the County Operations Center (COC) campus on Overland Avenue, 9325/9335 Hazard Way and on the County Administrative Center (CAC) campus at 1600 Pacific Highway, San Diego, CA 92123

Karcher Group Inc. (KGI) Gold Warranty

- * Enhances manufacturers' warranties through prompt on-site service and unlimited phone support.
- * Unlimited telephone support between the hours of 8:00am-5pm, PST.
- * Assures rapid response within eight business hours or less.
- * Covers reinstallation and alignment of repaired equipment.
- * Includes quarterly preventive maintenance visits per year for the Conference Centers Main Conference Rooms and adjacent closed session rooms. Other preventative maintenance visits will be completed one time per year for offices buildings.
- * Covers all parts and labor needed for equipment breakdown.
- * Covers all Special Meeting Support at Conference Centers for specified onsite technical support
- * Covers all repair/replacement services and General Maintenance and Support provisions required by County.

Equipment Covered Under This Agreement

See Attached.

Period of Performance

Base Period - January 1, 2017- June 30, 2017, Option 1 Term - July 1, 2017 - June 30, 2018, Option 2 Term - July 1, 2018 - June 30, 2019, Option 3 Term - July 1, 2019 - June 30, 2020, Option 4 Term - July 1, 2020 - June 30, 2021

Background

Proper care through regular equipment maintenance is important in ensuring the reliability of your audio video system. Without maintenance, equipment in need of repair may fail at a critical time. KGI support agreements protect your system and ensures continuing productivity. During our preventive maintenance visits, we will inspect your system to diagnose equipment problems. We will fine tune and adjust your equipment to manufacturers' specifications. KGI will provide you with a preventive maintenance report, review any deficiencies with you and arrange any recommended corrective action. Our preventive maintenance visits will help assure that your system continues to work dependably, now and in the future.

Through experience, KGI has learned that not all A/V Systems' service needs are the same. Each A/V facility has its own level of maintenance requirements based on system complexity, equipment type, frequency of use and the level of support personnel. KGI has developed tiered maintenance options to choose from. If you don't find a plan that suits your organizations needs, we will customize any plan to meet those needs.

We have put together a well trained, customer service oriented, technically experienced service team and look forward to supporting your integrated multimedia system needs.

Service Agreement Terms & Conditions:

Inspection - KGI reserves the right to inspect the equipment prior to acceptance of contract.

Warranty Period - KGI will provide maintenance support services for the specified periods of performance, and options to be exercised at the discretion of the client.

Access - In the event a service call is placed, the customer shall allow access to the equipment (subject to security requirements).

Service - Service calls will be responded to within eight (8) business hours. KGI normal business hours are from 8:00am to 5:00pm, Monday through Friday, excluding Federal Government holidays.

Coverage - This contract covers the cost of all parts and repair services needed on the covered equipment as a result of an electrical or mechanical failure or defect.

Non-Coverage - This contract does not cover: repairs or parts needed as a result of failure to operate the product in accordance with the manufacturer instructions; routine maintenance as set out in the owners manual; damage caused by external causes including negligence, accident, fire, lightning, theft, explosion, flood, abuse, misuse, power failure or power reduction, unauthorized alterations, or any causes originating outside the product; i.e. installation, removal or relocation of equipment. Repair can be provided at the current Time & Material Rates for any product not covered by the Contract. Consumables are not covered by this contract.

Inventory - KGI shall maintain a spare parts inventory or secure parts within a reasonable period of time to ensure timely repair of failed equipment covered under this agreement. Replacement parts provided as part of this agreement are furnished on an exchange basis. KGI reserves the right to use new or refurbished parts of equivalent quality. If, for any reason, defective parts cannot be removed from the customer site, the customer will purchase a new or refurbished part to effect the repair at dealers' cost.

Warranty -KGI warrants that it has all rights necessary to fulfill the requirements of this contract, and that KGI and its employees are fully qualified to perform the hereunder. Additionally, KGI warrants that: (i) all equipment furnished hereunder shall be free from defects in workmanship and material, and (ii) all equipment, services, and other deliverables furnished hereunder shall comply with the requirements of the "Scope of Work," and specifications contained in all accompanying documentation, regardless of any prior course of performance or dealing between Client and KGI. The forgoing warranties shall survive acceptance of and payment for the equipment, services, and all other aspects of the Work by KGI. In the event of KGI's breach of any warranty, Client shall be entitled to all remedies at law or in equity. This warranty does not cover equipment where a Service-Level Agreement (SLA) is mandatory from the equipment manufacturer. KGI will facilitate the manufacturer's Service Level Agreement (SLA), but it must be purchased separately within KGI's proposal.

Consumables - Supplies, accessories and other consumables including projector lamps, air filters, and storage media shall meet the manufacturer's specifications. Supplies are to be furnished by the appropriate member or office.

Business Hours And Rates

On-site service hours are from 8:00 a.m. to 5:00 p.m. Monday through Friday excluding federal holidays. Telephone Support is provided from 8:00 a.m. through 5:00 p.m. Monday through Friday excluding federal holidays. Work must begin and end within these on-site service hours or telephone support hours, based on the service being provided.

Work that is performed outside normal business hours will be billed at \$135.00 per hour, Monday through Friday and \$180.00 per hour Saturday and Sunday. By entering into this agreement you agree to allow us to bill for On-site service provided outside On-site service hours and Telephone Support provided outside Telephone support hours at the corresponding rates as shown in this section. We will request a purchase order or other form of payment guarantee (such as your e-mail authorization) for these billable services. If no payment guarantee is forwarded to us within seven days of our request, we will bill you for this work without a payment guarantee and you agree to pay for these services without a payment guarantee.

Loaner Equipment

Loaner equipment can only be provided on an "as-available" basis for the following categories of equipment: Video projectors, plasma and LCD displays, routers, mixers, videoconference units, computer interfaces, videocassette recorders, CD/DVD players, lavalier and hand-held microphones, and amplifiers. Loaner equipment will only be provided within the limits of our non-allocated inventory. If loaner equipment is available, it will be provided at no cost to you. Loaner equipment may not be an exact match to your existing equipment and may not be compatible with your mounting systems or integrated remote control systems or other components of the system. This contract does not provide for services mounting or connecting non-compatible loaner equipment to your covered equipment. Portable systems from our inventory shall be considered acceptable substitutes as loaner equipment. CRT based video projectors, LCD based video projectors, DLP based video projectors and LCD light valve video projectors shall be , but it must be purchased separately within KG

Should a guarantee of loaner equipment or immediate swap-out of an exact replacement unit is required, we suggest that the client purchase appropriate spare equipment, which we would use for immediate replacement of the faulty unit. This arrangement may be quoted and provided under a separate agreement.

Shipping

Transportation of Parts and Equipment: All parts and equipment will be shipped two-day delivery. Expedited delivery is also available, upon request. If you wish to have the parts expedited, you agree to be billed for the cost difference between the two-day delivery and the expedited delivery.

This agreement may not be transferred to any other party without the express written consent. KGI may, at its sole discretion choose to accept the transfer or to terminate this agreement.

End of Terms And Conditions

Support Agreement - Equipment List

The Following Equipment Are Covered Under The Support Agreement:

Qty	Brand	Part #	Description
County Operations Center (COC) - 82 Rooms			
ROOM 111			
1	Samsung	BE40PSNS	Syncmaster 400p Monitor
2	Samsung	OPEN	10 Watt 8ohm Speaker
ROOM 120			
1	Sharp	90LE657U	90" TV
1	AMX	NXD700Vi	Touchpanel
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
1	Dell	1909W	Podium Monitor
4	Listen Technologies		Assisted Hearing Set
1	Draper		Projection Drop Screen
1	Listen Technologies	LT-800	
2	Shure	ULXS4	Standard Receiver
1	London Blu	Blu-16	DSP
1	Marantz	PMD580	Solid State Recorder
1	AMX	NXD500i	Touchpanel
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		HP ProCurve Network Switch 2524
1	RGB Spectrum	LX18	Linx DVI 1600 (1600 discontinued)
1	Extron	60-240-13	Extron MAV Plus series audio switcher
4	Extron	60-1027-01	DVS 304 RGB scaler
1	Zyxel	NWA3160	Wireless router
1	AMX	N14100	Control Processor
1	Crown	CTs 4200	Power amplifier
4	JBL	C2PS	JBL Control series speakers
ROOM 177			
1	AMX	NX-CV7	Touch Screen
1	Hitachi	FX-79E2	StarBoard Touch Surface
1	Hitachi	CP-A100	Projector
1	InFocus	IN3138HDa	Projector
3	Samsung	UN55KS8000FXZA	Monitor (LH55LBPLBC/ZA discontinued)
1	AMX	NI-4100	Controller
1	AMX	NXD 500i	Touch Screen
1	Extron	60-473-01	MAV Plus 3232AV Switcher
1	Shure	UA844SWB	Microphone Antenna
4	Shure	SLX4	Diversity Reveiver
1	Clearone	910-154-055	Interact Pro Audio Conferencing Mixer
2	JBL	C2PS	JBL Speaker
1	Cisco		Audio Science Video Conf Microphone
1	Cisco		C60 Codec (SX80 Replacement)
3	Contemporary Research	232-ATSC	Tuner
1	Gefei	MVS LRCP	MVS-X Multi-Viewer
4	Extron	DVS 304	Scaler
2	Extron	DVS 304A	Scaler
1	RGB Spectrum	LX18	Switcher
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)

2	Extron	HAS 822	Table Connection Box
1	Cisco		VTC Camera
1	Draper	OPEN	Projection Drop Screen
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
4	Shure	MX690	Wireless Boundary Microphone
Room 211			
1	InFocus	INF6500E	65" Monitor (ST-HB55A discontinued)
2	JBL	C2PS	JBL Speaker
4	Shure	SLX4	494 MHz Microphone Receiver
4	Shure	MX690	494 MHz Microphone
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	AMX	NI-3100	Controller
1	Extron	60-483-20	SW AV Series Switcher
2	Extron	60-1027-01	DVS 304 Scaler
1	Extron	60-855-01	SMX 300 Switcher
1	Shure	UA844	UHF Antenna
1	Extron	HAS 822	Table Connection Box
1	AMX	NXD 700 VI	Touch Screen
1	HP	J4097C	ProCurve 408 Network Switch
1	Atlas	TSD- PS24V2500MA	Atlas Power Supply
1	Zyxel	WAP33205V2	Wireless Access Point
2	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
3	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Dell	1909W	Podium Monitor
Room 239			
1	Samsung	UE46D	Syncmaster 460p Monitor (LS46BHPNS discontinued)
2	Samsung	OPEN	10 watt 8ohm Speaker
Room 251			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
2	Shure	SLX4	597 MHz Microphone Receiver
2	Shure	MX690	MHz Wireless Microphone
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	HP		ProCurve 1410-8G Switch Network Switch
1	Extron	60-844-03	MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Polycom		Soundstation Premier Telephone Interface
2	Polycom		Soundstation Premier Telephone Microphone
2	Bose	742897-0200	Speaker
1	Atlas	TSD- PS24V2500MA	Power Supply
1	Extron	HAS 402	402 Table Connection Box
Room 258			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
2	Shure	SLX4	572-597 MHz Microphone Receiver
2	Shure	MX690	572-597 MHz Wireless Microphone
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	HP		ProCurve 1410-8G Switch Network Switch
1	Extron	60-844-03	Extron MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Bose	742897-0200	Speaker

1	Atlas	TSD-PS24V2500MA	Power Supply
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	HAS 402	402 Table Connection Box
Room 312			
1	AMX	NX-CV7	Touch Screen
1	AMX	NI-3100	Controller
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
2	JBL	C2PS	Control 2P
2	Shure	MX690	Wireless Boundary Microphone
1	Shure	UA844SWB	Microphone Antenna
4	Shure	SLX4	Diversity Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	Extron	60-487-20	SW6A Audio Switcher
1	Extron	70-594-04	SMX Series Switcher 16x16x16
1	Extron	DVS304	DVS 304 Scaler
Room 313			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
2	Shure	SLX4	638-662 MHz Microphone Receiver
2	Shure	MX690	638-662 MHz Wireless Microphone
1	Extron	TLP350CV	Touch SCreen
1	Extron	IPL T SFI244	Controller
1	HP		ProCurve 1410-8G Switch Network Switch
1	Extron	60-844-03	MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Bose	742897-0200	Speaker
1	Atlas	TSD-PS24V2500MA	Power Supply
1	Extron	HAS 402	HSA 402 Table Connection Box
Room 365			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
2	Shure	SLX4	638-662 MHz Microphone Receiver
2	Shure	MX690	638-662 MHz Wireless Microphone
1	Extron	TLP350CV	Touch SCreen
1	Extron	IPL T SFI244	Controller
1	HP		ProCurve 1410-8G Switch Network Switch
1	Extron	60-844-03	MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Bose	742897-0200	Speaker
1	Atlas	TSD-PS24V2500MA	Power Supply
1	Extron	HAS 402	HSA 402 Table Connection Box
Room 342			
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	Extron	60-844-03	Extron MPA 152 Amplifier
1	Bose	742897-0200	Speaker
1	Sharp	LC-55N7000U	Television (LC-52LE700UN discontinued)
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Shure	MX690	Wireless Boundary Microphone
2	Shure	SLX4	Diversity Receiver
Room 412			

1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
1	JBL	C2PS	Control 2P
1	AMX	NX-CV7	Touch Screen
1	AMX	NI-3100	Controller
1	Shure	UA844SWB	Microphone Antenna
4	Shure	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphone
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve 408 Network Switch
1	Extron	DVS304	DVS 304 Scaler
1	Extron	60-487-20	SW6A Audio Switcher
1	Extron	60-855-01	SMX Series Switcher 16x16x16
Room 413			
2	Shure	SLX4	Diversity Receiver
2	Shure	MX690	Wireless Boundary Microphone
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Bose	742897-0200	Speaker
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	Extron	60-844-03	Extron MPA 152 Amplifier
Room 432			
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	Extron	60-844-03	Extron MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Shure	SLX4	Diversity Receiver
2	Shure	MX690	Wireless Boundary Microphone
1	Bose	742897-0200	Speaker
Room 441			
1	Extron	TLP350CV	Touch Screen
1	Extron	60-844-03	Extron MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Bose	742897-0200	Speaker
2	Shure	MX690	Wireless Boundary Microphone
2	Shure	SLX4	Diversity Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
Room 451			
1	Extron	TLP350CV	Touch Screen
1	Extron	IPL T SFI244	Controller
1	Extron	60-844-03	Extron MPA 152 Amplifier
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
2	Shure	MX690	Wireless Boundary Microphone
2	Shure	SLX4	Diversity Receiver
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Bose	742897-0200	Speaker

Building 5510			
Room 114			
1	AMX		EXB Comm Box
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	LG	28LH4530	28" LCD Video Display (26LH20 discontinued)
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Microphone Antenna
2	Shure	MX690	Wireless Boundary Microphone
Room 176			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Microphone Antenna
2	Shure	MX690	Wireless Boundary Microphone
Room 213			
1	Samsung	OPEN	Steelcase Mobile Cart w/ 40" LCD Video Display
Room 241			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Microphone Antenna
Room 271			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Nefflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
Room 351			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Nefflinx Controller

1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1271-12	HDMI 201 TX HDMI A D Floorbox
1	Extron	60-1271-13	HDMI 201 RX HMDI Receiver
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
4	Shure	MX690	Wireless Boundary Microphone
Room 371			
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1271-12	HDMI 201 TX HDMI A D Floorbox
1	Extron	60-544-86	IPL T SF1244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
2	Shure	MX690	Wireless Boundary Microphone
Room 372			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Neflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
4	Shure	MX690	Wireless Boundary Microphone
Room 451			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Neflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HMDI Receiver
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)

1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
4	Shure	MX690	Wireless Boundary Microphone
Room 458			
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Netflix Controller
4	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-483-20	SW AV Series Switcher
4	LG	55LW540S	55" LCD Display
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
Room 471			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Microphone Antenna
2	Shure	MX690	Wireless Boundary Microphone
Room 472			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	AMX		NI-3100 Netflix Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		Contemporary Research HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
3	Shure	MX690	Wireless Boundary Microphone
Building 5520			
Chambers			
5	Sony	EVIH100S/W	PTZ Cameras
11	Taiden	HCS-4333DB_G/50	Gooseneck Mics
7	Taiden	HCS-4333DE_G/50	Gooseneck Mics
10	NEC	AS1931	19" Accusync Monitors
2	SHARP	PN-E603	60" Display (LC-60LE6404 discontinued)
3	Extron	60-1253-01	DSC 301 HD
2	AMX	MVP 9000i	Touch Panel
1	Extron	60-893-02	P2/DA12
1	Extron	70-775-01	SEQ 100 15HD
2	Christie	118-014106-02	DS+6K

1	Christie	118-013105-04	DS+10KM
7	Extron	60-1272-13	DVI Rx
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
3	Extron	60-1027-01	DVS 304 RGB scaler
1	AMX	NI-4100	
1	Boland		HD84x2 (rack monitors)
1	Dell		Precision R5500 (Server)
2	Contemporary Research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu-Ray Player (BDP-5185 discontinued)
1	Denon	DBP-2012UDCIP	Universal Blu-Ray Player
1	Extron	60-964-01	SW2 DVI Plus
1	Extron	60-931-21	DVI DA4 Plus
1	Extron	60-1064-01	DVI-RGB200
4	Shure	BETA87A	Beta 87A (Handheld mics)
4	Shure	UR1	UR1 (Lapel mics)
1	Yamaha	LS9-16	Road Case
2	Mackie	MK2 HR624	Studio monitors for Yamaha
1	London Blu	Blu-800	BSS Audio Network Signal Processor
2	London Blu	Blu-120	BSS Audio Network I/O Expander
2	Shure	UR4D+	Dual Channel Receiver
1	Listen Technologies	LR-400	Rx (Assisted Hearing)
1	Extron	60-240-13	MAV Plus Series Switcher 16x16
1	Marantz	PMD580	Solid State Recorder
2	Crown	CTs8200	Power amplifier
1	Gefei	MVS LRCP	MVS-X Multi-Viewer
1	Cisco	WS-C2960+48PST-S	Catalyst 2960-s (Network Switch)
1	Cisco		C60 Codec (SX80 Replacement)
1	Taiden	TMX0808 SDI	Matrix Switcher
1	Taiden	HCS-8238	Congress Matrix Software (Replaced by M.V. at no charge)
1	RGB Spectrum	LX34	Linx DVI3200 (Switcher)
6	Extron	60-906-01	RGB DVI 300
5	Extron	60-884-01	MDA 4V HD-SDI
5	Extron	60-1062-01	MTP RL 15HD A
5	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
5	Extron	60-957-12	DVI 201
Session			
3	LG	55LW540S	Displays (55LD520C discontinued)
1	Cisco		VTC Camera
2	Tannoy	Di5	Di5 DCt (Speakers)
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		NI-4100
1	Gefei	MVS LRCP	MVS-X Multi-Viewer
1	Sony	BDP-S6700	Blu-Ray Player (BDP-5185 discontinued)
1	Cisco	C60	VTC Camera
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-240-13	MAV Plus Series Audio Switcher
3	Extron	60-1271-12	HDMI 201
5	Extron	60-1272-13	DVI Rx
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Extron	60-1027-01	DVS 304 RGB scaler

1	Extron	60-850-01	XPA 2001
1	Extron	60-1302-01	XPA 1002
Lobby			
2	LG	55LW540S	55" Monitors (55LD520C discontinued)
2	AMX		EXB COM2
Dining			
2	Sharp	PN-E603	60" Display (LC60LE640U discontinued)
2	Enseo		No part #/description provided
2	AMX		EXB COM2
Building 5530			
Room 124			
1	AMX	MXD-1000	Touchscreen
1	NEC	AS193I	19" Accusync Monitors
1	AMX		MVP9000I-GB Touchscreen
2	JBL	C2PS	JBL Speaker
1	AMX		Netlix NI-4100 Master Controller
1	Marantz	PMD580	Solid State Recorder
1	Listen Technologies	LT-800	FM Assistive listening transmitter
1	Contemporary Research		S12 HDTV Tuner
1	Sony	BDP-S6700	Blu-Ray Player (BDP-5185 discontinued)
1	Extron	60-1495-01	DXP Series 88 Switcher
1	Extron	60-240-13	MAV Plus 16x16 Switcher
1	London Blu	Blu-16	DSP
2	Extron	60-1027-01	DVS 304 RGB scaler
2	Shure	ULXS4	Standard Receiver
1	Crown	GTS4200	Power amplifier
1	HP		ProCurve 1410-8G Switch Network Switch
1	Netgear	R7000	Wireless Router
2	Extron	60-1233-01	POE Injector
1	Christie	DWU675-E	Projector (DWU670-E discontinued)
2	Shure	ULXS24/58-G3	Handheld Mic
2	Shure	ULX1 -G3	Lavalier Mic
5	Extron	60-1272-13	DVI Rx
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Listen Technologies	LR-300-072	receiver Listen LR-300-072
Room 130			
1	Christie	DWU675-E	Projector (DWU670-E discontinued)
1	AMX	MVP-9000i	Gloss Black Touch Panel
1	AMX	MVP-WDS-9	Flush Mount Docking Station for MVP-9000
1	AMX		NI-3100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDVT Tuner
1	Da-Lite	OPEN	Custom Screen w/18" Black Drop and LVC
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)

1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
4	Shure	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphone
Room 162			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-4100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		HDTV Tuner
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Microphone Antenna
4	Shure	MX690	Wireless Boundary Microphone
Room 180			
3	Cardio Theater	XTV-9T	Cardio Theater Transmitters
3	Enseo Cable		SAT Tuner (110-6030-001 Author Generic)
3	LG	55LW540S	55" Monitors (55LD520C discontinued)
Room 211			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Microphone Antenna
3	Shure	MX690	Wireless Boundary Microphone
Room 216			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-4100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research		Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Extron	60-1331-12/60-1331-13	HDMI 201 Tx/Rx
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
4	Shure	MX690	Wireless Boundary Microphone
1	Shure	UA844SWB	Microphone Antenna
Room 235			

1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	Shure	MX690	Wireless Boundary Microphones
Room 241/242			
2	Sharp	PNR703	70" LCD
2	AMX		MVP9000I-GB Touchscreen
2	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	AMX		NI-4100 Netflinx Controller
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-9000
1	Extron	60-1501-01	Power amplifier
2	Extron	60-1027-01	DVS 304 RGB scaler
2	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	Extron	60-1059-01	DVS 605A Scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	70-773-03	SMX 88 HDMI - 8X8 HDMI Matrix Switcher
2	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
2	Extron	60-1271-13	HDMI 201 RX HMDI Receiver
2	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	London Blu	Blu-16	DSP
1	Marantz	PMD580	Solid State Recorder
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
Room 265			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Disbributor
2	Shure	SLX4	Diversity Receiver
2	Shure	MX690	Wireless Boundary Microphones
Room 311			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
2	Shure	MX690	Wireless Boundary Microphones
Room 320			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	AMX		NI-3100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer

1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Extron	60-1405-02	Power Box Cable Cubby 800
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	Shure	MX690	Wireless Boundary Microphones
Room 341			
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	AMX		NI-3100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research	232-ATSC+	HDTV Tuner
2	Extron	60-1501-01	Power amplifier
2	Extron	60-1027-01	DVS 304 RGB scaler
2	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-1271-13	HDMI 201 RX HMDI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	Shure	MX690	Wireless Boundary Microphones
Room 376			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	AMX		NI-3100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
3	Contemporary Research	232-ATSC+	HDTV Tuner
2	Extron	60-1501-01	Power amplifier
2	Extron	60-1027-01	DVS 304 RGB scaler
2	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
2	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-1271-13	HDMI 201 RX HMDI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	Shure	MX690	Wireless Boundary Microphones
Room 417			
1	Sharp	PNR703	70" LCD
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	AMX		NI-3100 Netflinx Controller
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer

1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Extron	60-1501-01	Power amplifier
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	Shure	MX690	Wireless Boundary Microphones
Room 418			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
2	Shure	MX690	Wireless Boundary Microphones
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
Room 475			
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1214-22/60-1442-13	DVI Twisted Pair Transmitter/Receiver Combo/Floorbox
1	Extron	60-1421-12	HDMI 201 A D Tx Floorbox
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Sharp	PN-Y475	47" Class LCD Video Display (LB-T462U discontinued)
1	Shure	UA844SWB	Active Antenna Splitter/Pwr Distributor
2	Shure	MX690	Wireless Boundary Microphones
Building 5560			
Room 118A			
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
1	JBL	C2PS	Control 2P (pair)
1	AMX	NX-CV7	Touch Screen
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	AMX		NI-3100 Netflinx Controller
1	HP		ProCurve Switch 408
1	Extron	60-555-21	MAV 88 - 8x8 Composite Video & Audio Switcher (SW6A retired)
1	Extron	60-855-01	SMX Series Switcher 16x16x16
1	Extron	60-1027-01	DVS 304 RGB scaler
Room 135			
1	Extron	60-546-03	TLP 710CV7" Cable Cubby Touch Panel
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
2	Shure	SLX4	Diversity Reveiver
2	Shure	MX690	Wireless Boundary Microphone
1	JBL	C2PS	Control 2P (pair)
1	Sharp	LC-55N7000U	Television (LPN-E521 discontinued)
Room 151			
4	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Extron	60-555-21	MAV 88 - 8x8 Composite Video & Audio Switcher (SW6A retired)

1	Extron	60-855-01	SMX Series Switcher 16x16x16
1	Extron	60-497-01	MLS 100 A 4input Audio Switcher
2	Extron	60-1027-01	DVS 304 RGB scaler
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve Switch 2510-24
1	AMX		NI-3100 Netflinx Controller
1	AMX	NXD700Vi	Touchpanel
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
2	JBL	C2PS	Control 2P (pair)
1	Dell	1909W	19" Monitor
Room 152			
1	Extron	60-1017-020a	TLP 350CV 3.5" Cable Cubby Touchlink TP
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-844-03	MPA 152 Stereo Amp
2	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Shure	SLX4	Diversity Reveiver
2	Shure	MX690	Wireless Boundary Microphone
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Bose	742897-0200	Speaker pair
Room 171			
2	SHARP	LC-90LE657U	90" Display
1	AMX	NX-CV7	Touch Screen
1	Dell	1909W	19" Monitor
1	Extron	60-1272-13	DVI Rx
1	Listen Technologies	LT-800	FM Assistive listening transmitter
2	Shure		No part #/description provided
1	London Blu	Blu-16	DSP
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Marantz	PMD580	Solid State Recorder
1	AMX	NXD500i	Touchpanel
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve Network Switch 2524
1	RGB Spectrum	LX18	Linx 1800 DVI (1600 discontinued)
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	AMX		NI-4100 Netflinx Controller
1	Gefei	MVS-LRCP	MVS-X Multi-Viewer
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
3	Extron	60-1027-01	DVS 304 RGB scaler
1	Crown	CTS4200	CTs 4200 (Power Amp)
Room 172			
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
2	JBL	C2PS	Control 2P (pair)
1	AMX	NXD700Vi	Touchpanel
1	Extron		No part #/description provided
1	Dell	1909W	19" Monitor
1	Listen Technologies	LT-800	FM Assistive listening transmitter
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	AMX		No part #/description provided
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve Network Switch 2510-24
1	RGB Spectrum	LX18	Linx 1800 DVI (1600 discontinued)

1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	AMX		NI-4100 Netflinx Controller
1	Gefei	MVS-LRCP	MVS-X Multi-Viewer
3	Extron	60-1027-01	DVS 304 RGB scaler
Room 236			
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve Switch 2510-24
1	AMX		NI-3100 Netflinx Controller
1	AMX	NX-CV7	Touch Screen
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	Extron	60-855-01	SMX Series Switcher 16x16x16
2	Extron	60-1027-01	DVS 304 RGB scaler
1	Shure	UA844	Antenna Splitter
4	Shure	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphones
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
1	JBL	C2PS	Control 2P (pair)
1	Christie	DWU675-E	Projector (DWU670-E discontinued)
Room 237			
2	InFocus	IN5544	Projector 6500 lumens (IN5534 discontinued)
2	Draper	OPEN	Projection Drop Screen
2	Chief	RPAU	Projector Mount
1	InFocus	INF6500E	65" Monitor (ST-HB65 discontinued)
1	Chief	XTM1U	Television Mount
1	AMX	NXD700Vi	Touchpanel
1	Dell	1909W	19" Monitor
2	Shure	ULXS4	Standard Receiver
4	Shure	ULX1	Lavalier Mic
1	Marantz	PMD580	Solid State Recorder
1	Listen Technologies	LT-800	FM Assistive listening transmitter
1	HP		ProCurve 2510-24 Network Switch
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	London Blu	Blu-16	DSP
1	AMX		NI-4100 Netflinx Controller
1	AMX	fg423-30	12v Power Supply
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	Extron	60-855-01	SMX Series Switcher 16x16x16
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Crown	CTS4200	CTs 4200 (Power Amp)
6	JBL	C2PS	Control 2P (pair)
2	JBL	C2PS	Wall Mount Speaker
Room 251/252			
2	JBL	C2PS	Control 2P (pair)
2	Samsung	UN55KS8000FXZA	55" Display
1	SHARP	LC-90LE657U	90" Display
1	AMX	NX-CV7	Touch Screen
1	AMX		NI-4100 Netflinx Controller
5	Shure	SLX4	Diversity Receiver
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	AMX	NXD500i	Touchpanel
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)

1	HP		HP ProCurve Network Switch 2524
1	RGB Spectrum	LX18	Linx DVI 1600 (1600 discontinued)
1	Extron	60-240-13	MAV Plus 1616 Switcher
2	Extron	60-1027-01	DVS 304 RGB scaler
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-906-01	RGB-DVI 300 Scaler
1	Crown	CTS4200	CTs 4200 (Power Amp)
1	JBL	C2PS	Control 25
Room 271			
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	SHURE	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphone
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	AMX	NXD500i	Touchpanel
1	AMX		NI-4100 Netflinx Controller
1	AMX	NX-CV7	Touch Screen
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	SHURE	SLX4	Diversity Receiver
1	Shure	MX690	Wireless Boundary Microphone
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve 2510-24 Network Switch
1	RGB Spectrum	LX18	Linx DVI 1600 (1600 discontinued)
1	Extron	60-240-13	MAV Plus 1616 Switcher
3	Extron	60-1027-01	DVS 304 RGB scaler
1	Gefei	MVS-LRCP	MVS-X Multi-Viewer
1	JBL	C2PS	Control 2P (pair)
1	Samsung	UN55KS8000FXZA	Display
Room 331			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
2	Bose	742897-0200	Wall Speaker
1	Extron	60-1017-020a	TLP 350CV 3.5" Cable Cubby Touchlink TP
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
Room 352			
2	Shure	ULXS4	Standard Receiver
2	Shure	ULX2	Microphone Handheld
2	Shure	ULX1	Lavalier Mic
1	London Blu	Blu-16	DSP
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
3	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve 2510-24 Network Switch
1	Extron	60-855-01	SMX Series Switcher 16x16x16
1	Extron	60-555-21	MAV 84 SVA Audio Switcher (Plus 164 A)
1	AMX		NI-4100 Netflinx Controller
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Crown	CTS4200	CTs 4200 (Power Amp)
2	InFocus	IN5544	Projector 6500 lumens (IN5534 discontinued)
2	Chief	RPAU	Projector Mount
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1272-13	DVI Rx
2	Draper	OPEN	Projection Drop Screen
2	JBL	C2PS	Wall Speaker

1	Dell	1909W	Confidence Monitor
1	Polycom		Soundstation Premier Telephone Interface
Room 372			
1	AMX	NX-CV7	Touch Screen
2	JBL	C2PS	Wall Speaker
1	InFocus	INF6500E	65" Monitor (ST-HB55A discontinued)
2	Extron	60-570-01	HSA 822 Table Connection Box
4	Shure	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphone
3	Extron	60-1027-01	DVS 304 RGB scaler
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	AMX	NXD500i	Touchpanel
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
1	Panasonic	DMP-BDT460	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve 2510-24 Network Switch
1	RGB Spectrum	LX18	Linx DVI 1600 (1600 discontinued)
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	AMX		NI-4100 Netflinx Controller
1	AMX	fg423-30	12v Power Supply
1	Gefei	MVS-LRCP	MVS-X Multi-Viewer
Room 414			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Bose	742897-0200	Speaker set
2	Shure	MX690	Wireless Boundary Microphone
2	Shure	SLX4	Diversity Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-844-03	MPA 152 Stereo Amp
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	Extron	60-1017-020a	TLP 350CV 3.5" Cable Cubby Touchlink TP
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
Room 471			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Chief	XTM1U	Television Mount
2	Shure	SLX4	Diversity Receiver
2	Shure	MX690	Wireless Boundary Microphone
1	Extron	60-1017-020a	TLP 350CV 3.5" Cable Cubby Touchlink TP
1	Extron	60-544-86	IP Link Control Processor
1	HP		ProCurve 1410-8G Switch Network Switch
1	Extron	60-844-03	MPA 152 Stereo Amp
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Bose	742897-0200	Speaker
1	Atlas	TSD-PS24V2500MA	Power Supply
1	Extron	60-416-02	HAS 402 Table Connection Box
Room 472			
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Chief	XTM1U	Television Mount
2	Shure	SLX4	Diversity Receiver
2	Shure	MX690	Wireless Boundary Microphone
1	Extron	60-1017-020a	TLP 350CV 3.5" Cable Cubby Touchlink TP
1	Extron	60-544-86	IPL T SFI244 IP Link Control Processor
1	HP		ProCurve 1410-8G Switch Network Switch

1	Extron	60-844-03	MPA 152 Stereo Amp
1	Extron	60-1271-12	HDMI 201 TX HDMI Transmitter
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
2	Bose	742897-0200	Speaker
1	Atlas	TSD-PS24V2500MA	Power Supply
1	Extron	60-416-02	HAS 402 Table Connection Box
Room 473			
1	AMX	NX-CV7	Touch Screen
2	JBL	C2PS	Wall Speaker
1	InFocus	INF6500E	65" Monitor (ST-HB55A discontinued)
2	Extron	60-570-01	HSA 822 Table Connection Box
4	Shure	SLX4	Diversity Receiver
4	Shure	MX690	Wireless Boundary Microphone
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	AMX	NXD500i	Touchpanel
1	Kramer	VP-4x4K	Scaler (VP-434 discontinued)
1	Panasonic	DMP-BD60	BlueRay Player (DMP-BD60 Discontinued)
1	HP		ProCurve 2510-24 Network Switch
1	RGB Spectrum	LX18	Linx DVI 1600 (1600 discontinued)
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	AMX		NI-4100 Netlinx Controller
1	AMX	fg423-30	12v Power Supply
1	Gefei	MVS-X	Multiviewer
3	Extron	60-1027-01	DVS 304 RGB scaler
Building 5590			
Room 132			
1	SHARP	LC-90LE657U	90" Display
1	Viewsonic	TD 2220	Monitor
1	AMX		MVP-9000i Gloss Black Touch Panel
2	JBL	C2PS	Speaker
1	Shure	ULXS4	Standard Receiver
1	Listen Technologies	LT-800	FM Assistive listening transmitter
1	Extron	60-869-01	MTP U R RSA SEQ Digital receiver
1	Extron	60-1271-12	TX Digital Transmitter
1	Extron	60-1022-01	Power Supply
1	Extron	60-1495-01	DXP Series 88 Switcher
1	Extron	60-1583-01	DTP Crosspoint 82 4K Switcher (SW- AV 82 discontinued)
1	Biamp	NEXIA PM	DSP
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-845-01	MPA 401 Amplifier
1	Extron	60-849-01	XPA 1002 Amplifier
1	HP	J9801A	1810 8G Network Switch
1	NETGEAR	R6400-100NAS	Wireless Router
2	Extron	60-1271-12	TX Digital Transmitter
1	Extron	60-1272-13	DVI Rx
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
2	Extron	60-1272-12	DVI 201 AD TXx Twister Pair Floorbox
Building 5595			
Room 113			
1	Extron	60-546-03	7" Cable Cubby Touch Panel
1	SHARP	LC-90LE657U	Display size not specified

1	JBL	C2PS	Pair
2	Extron	60-544-86	IP Link Control Processor
1	HP		ProCurve 1410-8G Switch Network Switch
Room 154			
1	SHARP	LC-90LE657U	Display size not specified
1	JBL	C2PS	Pair
1	Extron	60-549-03	7" Cable Cubby Touch Panel
1	LG	55LW540S	50" Display (MCR64570310 discontinued)
1	HP		ProCurve 1410-8G Switch Network Switch
Building 5600			
Room 115			
2	Shure	ULXS4	Standard Receiver
4	Shure	ULX2	Microphone Handheld
1	AMX	MXD-1000	Touchscreen
1	AMX		MVP-9000i Gloss Black Touch Panel
1	SHARP	LC-90LE657U	90" Display
1	AMX		NI-3100 Netflinx Controller
1	Listen Technologies	LT-800	Assistive Listening Transmitter
1	Contemporary research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-869-01	MTP U R RSA SEQ Digital receiver
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	30-1272-12	DVI Tx
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1495-01	DXP Series 88 Switcher
1	Extron	60-483-20	SW AV series 12 Switcher
1	ClearOne	910-151-901	Converge SR1212 DSP
1	Crown	CTS4200	CTs 4200 (Power Amp)
1	HP	J9801A	1810-8G Network Switch
1	AMX	FG423-46	Power Supply
1	Chief	XTM1U	Television Mount
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
1	NEC	AS203WMI-BK	Confidence Monitor (AS192WM discontinued)
1	SHARP	LC-90LE657U	90" Display
2	JBL	C2PS	Wall Speaker
Room 116			
1	AMX		MVP-9000i Gloss Black Touch Panel
1	SHARP	LC-90LE657U	90" Display
1	AMX		NI-3100 Netflinx Controller
1	Listen Technologies	LT-800	Assistive Listening Transmitter
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-869-01	MTP U R RSA SEQ Digital receiver
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	30-1272-12	DVI Tx
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1495-01	DXP Series 88 Switcher
1	Extron	60-483-20	SW AV series 12 Switcher

1	ClearOne	910-151-901	Converge SR1212 DSP
1	Crown	CTS4200	CTs 4200 (Power Amp)
1	HP	J9801A	1810-8G Network Switch
1	AMX	FG423-46	Power Supply
1	Chief	XTM1U	Television Mount
1	Middle Atlantic	5-21 Rack	Slim 5-21 Rack (Black Steel)
Room 117			
1	JBL	C2PS	Control 25 (pair)
1	SHARP	LC-90LE657U	90" Display
1	AMX		NI-3100 Netflinx Controller
1	AMX		MVP-9000i Gloss Black Touch Panel
1	Listen Technologies	LT-800	
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu-Ray Player (BDP-5185 discontinued)
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-1027-01	DVS 304 RGB scaler
4	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
2	Extron	30-1272-13	DVI Tx
1	Extron	60-869-01	MTP U R RSA SEQ Digital receiver
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-483-20	SW AV series 12 Switcher
1	ClearOne	910-151-901	Converge SR1212 DSP
1	Crown	CTS4200	CTs 4200 (Power Amp)
1	HP	J9801A	ProCurve 1810-8G Switch
Room 118			
1	Christie	DWU675-E	Projector (DWU670-E discontinued)
1	AMX	MXD-1000	Touchscreen
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		NI-3100 Netflinx Controller
1	Listen Technologies	LT-800	Assistive Listening Transmitter
1	Contemporary research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	30-1272-12	DVI Tx
1	Extron	60-869-01	MTP U R RSA SEQ Digital receiver
2	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-1495-01	DXP Series 88 Switcher
1	Extron	60-483-20	SW AV series 12 Switcher
1	ClearOne	910-151-901	Converge SR1212 DSP
1	Crown	CTS4200	CTs 4200 (Power Amp)
2	JBL	C2PS	Wall Speaker
1	Da-Lite	34460	8" Drop Screen Projection Screen
1	Chief	RPAU	Projector Mount
Room 136			
1	Sharp	LC-80LE650U	80" display
Room 168			
1	Samsung	UN55KS8000FXZA	55" Display
Room 206			
1	AMX		MVP-9000i Gloss Black Touch Panel

1	Sharp	PNR703	70" Display (LC-70LE650U discontinued)
1	Tannoy	Di5	Di5 DCt (Speakers)
4	Shure	SLX4	Diversity Reveiver
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	AMX		NI-3100 Netflinx Controller
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
4	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-869-01	MTP U R RSA SEQ
1	Contemporary Research	232-ATSC+	HDTV Tuner
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-483-20	SW AV series 12 Switcher
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-849-01	XPA 1002 Amplifier
1	HP	J9801A	ProCurve 1810-8G Switch
4	Shure	MX690	Wireless Boundary Microphone
Room 216			
1	AMX		MVP-9000i Gloss Black Touch Panel
1	Tannoy	Di5	Di5 DCt (Speakers)
1	Sharp	LC-80LE650U	80" display
2	Sharp	LC-50N7000U	N7000U Aquos 50" 4k Display (LC50LE650U discontinued)
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
4	Shure	SLX4	Diversity Reveiver
1	AMX		NI-4100 Netflinx Controller
2	Contemporary Research	232-ATSC+	HDTV Tuner
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
1	Sony	BDP-S6700	Blu Ray Player (BDP-S1100 discontinued)
1	Extron	60-999-01	HDMI DA6
8	Extron	60-1331-13	DTP HDMI 330 Transmitter
14	Extron	60-1271-12	Tx Digital Transmitter
3	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
3	Extron	60-869-01	MTP U R RSA SEQ
3	Extron	60-1027-01	DVS 304 RGB scaler
1	PureLink		MXA 1600Pro
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-849-01	XPA 1002 Amplifier
4	Shure	MX690	Wireless Boundary Microphone
Room 220			
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		NI-3100 Netflinx Controller
1	Tannoy	Di5	Di5 DCt (Speakers)
1	Sharp	PNR703	70" Display (LC-70LE650U discontinued)
4	Shure	SLX4	Diversity Reveiver
4	Shure	MX690	Wireless Boundary Microphone
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	Sony	BDP-S6700	Blu Ray Player (BDP-BX59 discontinued)
2	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-869-01	MTP U R RSA SEQ
1	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-483-20	SW AV series 12 Switcher
1	Extron	60-849-01	XPA 1002 Amplifier

1	Contemporary Research	232-ATSC+	HDTV Tuner
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
Building 5610			
Fleet			
1	Shure	ULXS4	Standard Receiver
1	Shure	ULX2	Microphone Handheld
1	Extron	60-1271-12	Tx Digital Transmitter
1	Extron	60-1271-13	HDMI 201 RX HDMI Receiver
1	Sharp	PNR703	70" Display (LC-70LE650U discontinued)
2	JBL	C2PS	Wall Speaker
1	Extron	60-849-01	XPA 1002 Amplifier
1	Listen Technologies	LT-800	Assistive Listening Transmitter
1	Extron	60-845-01	MPA 401 Amplifier
1	Extron	60-483-20	SW AV Series Switcher
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Biamp	NEXIA PM	NEXIA PM DSP
1	Extron	60-1027-01	DVS 304 RGB scaler
1	AMX		NI-3100 Netflinx Controller
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		MVP-WDS-9 Flush Mount Docking Station for MVP-900
1	Extron	60-1405-02	Power Box Cable Cubby 600
1	Extron	60-1022-01	Power Supply
1	Extron	60-1542-01	HDMI Audio Extractor (HAE 100)
1	Extron	60-869-01	MTP U R RSA SEQ
Building 9325			
Room 121			
1	Sony	BDP-S6700	Blu Ray Player (BDP-5380 discontinued)
1	Contemporary Research	232-ATSC+	HDTV Tuner
2	Extron	60-1271-12	Tx Digital Transmitter
4	Shure	MX690	Wireless Boundary Microphone
4	Shure	SLX4	Diversity Reveiver
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	AMX		NI-3100 Netflinx Controller
1	AMX		MVP-9000i Gloss Black Touch Panel
1	HP		ProCurve 1410-8G Switch Network Switch
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-483-20	SW AV series 12 Switcher
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-844-03	MPA 152
1	InFocus	IN5544	Projector 6500 lumens (IN5535 discontinued)
1	Tannoy	Di5	Di5 DCt (Speakers)
Room 229			
1	InFocus	INF6500E	65" Monitor (INF6501 discontinued)
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		NI-3100 Netflinx Controller
1	Sony	BDP-S6700	Blu Ray Player (BDP-5380 discontinued)
1	Contemporary Research	232-ATSC+	HDTV Tuner
4	Extron	60-1271-12	Tx Digital Transmitter
4	Shure	MX690	Wireless Boundary Microphone
4	Shure	SLX4	Diversity Reveiver
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	HP		ProCurve 1410-8G Switch Network Switch
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-483-20	SW AV series 12 Switcher

1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
1	Extron	60-844-03	MPA 152
1	InFocus	IN5544	Projector 6500 lumens (IN5535 discontinued)
1	Tannoy	Di5	Di5 DCt (Speakers)
Building 9335			
Room 209			
2	Shure	MX690	Wireless Boundary Microphone
2	Shure	SLX4	Diversity Reveiver
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Extron	60-1026-81	IPL 250
1	Extron	60-844-03	MPA 152
1	Extron	60-497-01	MLS 100 Series
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-1017-020	TLP 350CV
1	Sharp	LC-55N7000U	Television (LC-55LE620UT discontinued)
1	Tannoy	Di5	Di5 DCt (Speakers)
Room 235			
1	AMX	MXD-1000	Touchscreen (Replaced NXD-1000)
1	AMX		MVP-9000i Gloss Black Touch Panel
1	AMX		NI-4100 Netflinx Controller
1	NEC	AS203WMI-BK	Confidence Monitor (AS192WM discontinued)
1	Kramer	VP-437xl	Video Scaler/Switcher
1	Sony	BDP-S6700	Blu Ray Player (BDP-5380 discontinued)
4	Extron	60-1271-12	Tx Digital Transmitter
1	Contemporary Research	232-ATSC+	232-ATSC+
3	Extron	60-1027-01	DVS 304 RGB scaler
1	Extron	60-1494-01	DXP 84 HDMI - 8X4 HDMI Matrix Switcher
3	APC	G5BLK	G5 BIK AV 15A G Type Rack Power Filter
1	HP		ProCurve Network Switch 2510-24
2	Shure	ULXS4	Standard Receiver
4	Shure	SLX4	Diversity Reveiver
1	SHURE	UA844SWB	Active Antenna Splitter/Pwr Distributor
1	ClearOne	910-154-055	Interact Pro Audio Conferencing Mixer
1	Marantz	PMD580	Solid State Recorder
1	Extron	60-240-13	MAV Plus 1616 Switcher
1	Listen Technologies	LT-800	
1	Extron	60-848-01	XPA 2003C
1	InFocus	IN5544	Projector 6500 lumens (IN5534 discontinued)
1	Tannoy	Di6	Di6 (Pair)
CAC AV EQUIPMEN T - 13 Rooms Bayside 1			
1	Shure	SLX4	Diversity Reveiver
1	Shure	SLX2 G4	470-490Mhz Microphone
1	Shure	SCM268	Mixer (M367 discontinued)
1	Speco		PZ-5 Zone Paging Selector
1	Samsung	DVD-D530	DVD Player (DVD -S221 discontinued)
1	Bogen	GS150	Amplifier
1	Epson	EX31	Projector
1	Da-Lite	34460	8' Powered Projection Screen
1	Insignia	N842P550A11	Television
1	Shure	SLX1	Wireless Bodypack Transmitter
1	Shure	WL184	Supercardioid Lavalier Mic

1	Shure	SM58	Dynamic Vocal Microphone
Bayside 2			
1	Epson	EX31	Projector
1	Da-Lite	34460	8' Powered Projection Screen
1	Insignia	N842P550A11	Television
Bayside 3			
1	Epson	EX31	Projector
1	Da-Lite	34460	8' Powered Projection Screen
1	Insignia	N842P550A11	Television
Tower 8			
1	Da-Lite	85424	7' Portable Tripod Screen
1	Broksonic	CTSGT-9369CTTC	TV/VCR (ViewEra Replacement V191BN)
Tower 7			
1	Sony	SLV-N50	VCR (discontinued)
1	Sony	KV-20M42	Trinitron Television (discontinued)
1	Draper	112004	7' Powered Projection Screen
Tower 6			
1	Sony	SLV-N50	VCR (discontinued)
1	Sony	KV-20M42	Trinitron Television (discontinued)
1	Draper	112004	7' Powered Projection Screen
Room 310			
8	Microsoft		Surface Pro 3
1	Dell		Optiplex 7040
2	Dell	E157FPT	Touch Screen Monitor
1	Clearone	XAPNET	Net I/O
2	APHEX	120B	Distribution Amplifier (120A discontinued)
3	Clearone	XAP800	Digital Signal Processor (Replaced by 880)
1	Kramer	4X4A	Audio Distributor (VM-1619 discontinued)
1	Lectrosonics	PA8	PA8 Amplifier
2	Geist		Unknown PDU
1	TOA	P912MK2	900 SeriesII Amplifier
2	Bogen	HTA125A	MOS FET Amplifier
1	TOA	A-906MK2 UL	900 Series II A-906MK2 Amplifier (A-G12MK2 discontinued)
3	Sharp	PN-E603	60" Display (LC60LE640U discontinued)
6	Boland		9" Monitor
1	AMX	NXD-CV5	5" Modero Touch Panel (discontinued)
1	Audio Technica	ES915S	Microphone (discontinued)
16	Audio Technica	ES915ML18	Microphone (discontinued)
8	IOGEAR	GUH3C44	Ethernet Adapter - Compatible with MS Surface Pro 3
3	Panasonic	AK-HC931B	MultiFormat Digital Camera Camera
3	Panasonic	AWPH360N	Camera Mount (AW-PH405N discontinued)
1	Sharp	LC-55N7000U	Television (LC-52LE700UN discontinued)
1	NEC	v463	46" HD Display
1	Sharp	LC-80LE650U	80" display
1	Allen Avionics	HEC-2000-H	Hum Eliminator
3	JBL	C2PS	Control Micro Monitor Speaker
15	JBL	Control 16c/t	Ceiling Speaker
Room 302			
1	Shure	SLX4	Diversity Microphone Receiver (LX Marcad discontinued)
1	Williams Sound	PPA T45	Assistive Listening Transmitter (PPA -T35 discontinued)
1	Marantz	PMD-300	Stereo Cassette Deck (PMD502 discontinued)
1	Geist		Unknown PDU
1	ClearOne	XAPNET	XAPNET NET I/O

3	ClearOne	910-151-901	Converge SR1212 DSP
1	Lectrosonics	PA8	PA8 Amplifier
1	Aiphone	BG-10C	BG10 Amplifier
1	Atlona	AT-HD-SC-500	Scaler (AT-HD500 discontinued)
1	Sharp	LC-80LE650U	80" display
18	ClearOne	910-6002-121	Gooseneck Microphone
1	Sennheiser	MD46	MD46 Microphone
1	Extron	60-415-01	HSA400 Table Box.
Room 301			
1	Sharp	XR30X	Projector
1	DataPro	MSV-104	VGA Splitter/Booster
1	Da-Lite	34460	8' Powered Projection Screen
9	Shure	MX412	Microflex Gooseneck Microphone
2	Shure	SCM268	Mixer
1	Radio Design Lab	FP-PA2A	FP-PA2A Amplifier
2	JBL	Control 16c/t	Speakers (No Audio Technical Identified)
1	Shure	588SDX	Microphone (580SB discontinued)
Room 306A			
1	Epson	77C	Powerlite 77C Projector
1	Sony	KDL-40S3000	Television (discontinued)
1	Samsung	DVD-VR375	DVD/VCR (discontinued)
1	Da-Lite	34460	8' Powered Drop Projection Screen
Room 335			
1	Mitsubishi	HD4000U	Projector (M1KY discontinued)
1	Samsung	UN40H5003AFXZA	Television (LN37D550K1FXZA discontinued)
1	Sony	SLV-370P	DVD/VCR (discontinued)
1	Da-Lite	40720	5' Powered Drop
Room 402			
1	Dell	1510X	Projector (4210X discontinued)
1	Da-Lite	24072LS	6' Powered Screen
4	JBL	Control 16c/t	Ceiling Speaker
1	Sony	SLV-D360P	DVD/VCR (discontinued)
1	TOA	A-906MK2 UL	900 Series II A-906MK2 Amplifier
1	Sony		Trinitron KV-32S42 (discontinued)
1	Polycom		Viewstation PVS-14XX Video Conference System
1	Polycom		PVS-XX19-Q ISDN \ST Interface
Room 358			
2	Biamp	Nexia CS	DSP
1	Da-Lite	24072LS	6' Powered Screen
1	Extron	60-386-03	MLS 506MA
1	Extron	60-600-02	MLC 226 ip
2	Extron	60-1442-13	DVI 201 AD TXx Twisted Pair Extenders
10	Audio Technica	ES915S	Microphone (discontinued)
1	Shure	MX412	Microflex Gooseneck Microphone
1	Extron	60-300-02	AAP 102 with DVD/VCR IR control
1	Sony		SLV-D271P DVD/VCR (discontinued)
1	Marantz	PMD580	Solid State Recorder
1	Shure	SM58	Dynamic Vocal Microphone
1	NEC	NP-UM361X	Short Throw projector
2	Electro Voice	F.01U.265.577	ZX1i-100 Speakers

End of Equipment List



14221-A Willard Rd
Suite 1500
Chantilly, Virginia 20151
703-631-6626 ph.

November 14, 2016

COSNAVSUPP11142016

RFB 7702 - County of San Diego Audio Visual Full Maintenance Support Agreement
Point of Contact - John M. Pellegrino and Martha Travejo

Karcher Group submits the following support agreement proposal for your consideration.

<u>Qty</u>	<u>Brand</u>	<u>Part #</u>	<u>DESCRIPTION</u>	<u>Unit Price</u>	<u>Ext. Price</u>
Initial Term - January 1, 2017 - June 30, 2017					
6	KGI	WarrantyGoldCOC- TERM1	General Maintenance and Support for COC	\$ 19,717.33	\$ 118,304.00
6	KGI	WarrantyGoldCAC- TERM1	General Maintenance and Support for CAC	\$ 2,800.33	\$ 16,802.00
6	KGI	WarrantyGold- CHAMBERSSVCS	Onsite Chambers Technical Services (500 hours per 6 months)	\$ 7,916.67	\$ 47,500.00
First Option Period - July 1, 2017 - June 30, 2018					
12	KGI	WarrantyGoldCOC- OP1	General Maintenance and Support for COC	\$ 19,717.33	\$ 236,608.00
12	KGI	WarrantyGoldCAC- OP11	General Maintenance and Support for CAC	\$ 2,800.33	\$ 33,604.00
12	KGI	WarrantyGold- CHAMBERSSVCS	Onsite Chambers Technical Services (1000 hours per year)	\$ 7,916.67	\$ 95,000.00
Second Option Period - July 1, 2018 - June 30, 2019					
12	KGI	WarrantyGoldCOC- OP2	General Maintenance and Support for COC	\$ 19,717.33	\$ 236,608.00
12	KGI	WarrantyGoldCAC- OP2	General Maintenance and Support for CAC	\$ 2,800.33	\$ 33,604.00
12	KGI	WarrantyGold- CHAMBERSSVCS	Onsite Chambers Technical Services (1000 hours per year)	\$ 7,916.67	\$ 95,000.00
Third Option Period - July 1, 2019 - June 30, 2020					
12	KGI	WarrantyGoldCOC- OP3	General Maintenance and Support for COC	\$ 19,717.33	\$ 236,608.00
12	KGI	WarrantyGoldCAC- OP3	General Maintenance and Support for CAC	\$ 2,800.33	\$ 33,604.00
12	KGI	WarrantyGold- CHAMBERSSVCS	Onsite Chambers Technical Services (1000 hours per year)	\$ 7,916.67	\$ 95,000.00
Fourth Option Period - July 1, 2020 - June 30, 2021					
12	KGI	WarrantyGoldCOC- OP4	General Maintenance and Support for COC	\$ 19,717.33	\$ 236,608.00
12	KGI	WarrantyGoldCAC- OP4	General Maintenance and Support for CAC	\$ 2,800.33	\$ 33,604.00
12	KGI	WarrantyGold- CHAMBERSSVCS	Onsite Chambers Technical Services (1000 hours per year)	\$ 7,916.67	\$ 95,000.00
Sub Total					\$1,643,454.00
Sales Tax					\$0.00

Total

\$1,643,454.00

Small Veteran Owned Business

Terms: Net 30 Days

FOB Point: Destination

Delivery: 30 Days ARO

Quote is valid for 60 Days

Should you have any questions please contact me at (703) 631-6626

Thank you for considering Karcher Group for your PRO-AV Hardware and Service requirements.

Sincerely,

Jessica Jenkins

Proposal Writer and Sales Administrator



14221-A Willard Rd
Suite 1500
Chantilly, Virginia 20151
703-631-6626 ph.
703-631-3476 Fax

Karcher Group Past Performance and References

Karcher Group provides end to end project design-build services, from needs analysis through project turnover. The following list of representative projects and reference information is submitted for your consideration.

1) Client: Marine Corp. University (**March 2016**)

Contact: Dave McDaniel david.c.mcdaniel@usmc.mil

Type: Firm Fixed Price

Amount: \$10,014,843.00

Phone: 703-704-1019

Contract # M00264-10-A-0026, BPA 0035

Staff Involved: Pamela Stevenson (Issuing Officer), Jerri Newton (Contracting/Ordering Officer), Malcolm Kennedy (Receiving Specialist)

Brief Description:

- Procurement, delivery, installation, configuration and programming of AV systems at MCU, building P541 and P63
- Unified communications of 40 classrooms with Video/Audio Conferencing and Web
- 33,000 lumen Christie Projection array
- AMX All-in-One Presentation Switching Solution and AMX Touch Panels
- Planar Video Walls
- Contextual and Enterprise Level Design approach with respect for clients needs, aesthetics of space and end-user intuitiveness

Project Overview:

With respect to the background of the project, Marine Corps University (MCU) provides a campus-like setting to train new Marines within a group of accredited, higher-education facilities at MCB Quantico. As the proponent for professional military education, MCU focuses on the development of the new Marine's leadership, war fighting, and staff operations abilities in preparation of real-life tactical assignments and national security threats. The new AV infrastructure requirements at MCU were not simple by any stretch of the imagination but were extensive and challenging.

The project included 35+ classrooms, a 300 student capacity Lecture Hall, 500 person capacity Auditorium, centralized Help-Desk for management and support of every room, over 200k ft of cabling for AV, and 55 equipment racks— all of which as-built schematics were designed from a D-Tools application. Some of the challenges of this project included coordinating the AV work around other trades tasks and sticking to the proposed project schedule due to this issue. KGI had to wait for other trades to complete their requirements before any AV work could start. To ensure KGI remained on target with the project timeline, we hired four (4) additional and full-time AV technicians to dedicate to MCU and its completion. Our client was very pleased with the proactive approach we took in hiring additional personnel following the delayed start date for the AV systems installations.

2) Client: Loudoun County Emergency Operations Center (**Completed September 2015**)

Contact: Rex Lucas rex.lucas@loudoun.gov

Type: Firm Fixed Price

Amount: \$293,254

Phone: 571-233-1819

Contract# GC26042914

Staff Involved: Rex Lucas (Contracting Officer)

Brief Description:

- Loudoun County 911 EOC AV Upgrade
- Clearone Microphone Array
- Crestron Control System with 32 DM Matrix Switcher
- Crestron Touch Panels
- Projection System
- Contextual and Enterprise Level Design approach with respect for clients needs, aesthetics of space and end-user intuitiveness

Project Overview:

Loudoun County's Emergency Operations Center (EOC) is a critical component of Loudoun County's first responders in emergency and disaster situations. With its momentous task of reducing loss of life and property during disasters, the facilities' routine operations from Emergency Management staff must be always planning ahead and prepared for crisis with solutions for mitigation, response, recovery, and community support. The EOC facility includes an Operations Room, Communication Center with training/classrooms, functional area workspace, and break/shower/restroom facilities.

The full AV Upgrade project that KGI completed for the EOC included design, de-installation of some previous AV equipment and integration of new Display, Audio, VTC, and Control systems for 12 rooms. Some detailed examples of the work completed are the Operations Room installation that included 12 new ceiling and wall mounted 65" Planar displays with Control panels at the Supervisors Stations, Audio & Video Teleconferencing Systems in the Conference Room, and provisions of a main video routing system with a Crestron 32x32 DigitalMedia switcher giving the ability to share as much or as little content between all rooms. The biggest challenge KGI faced with this project was meeting the customer's intent prior to the install to after the install; which had drastically changed. Therefore, KGI had to adjust for the client's new expectations. To keep with our customer service standards for flexibility, we continued to work with the customer post-completion of the project to make adjustments to the systems with no additional charges or modifications to the contract.

3) Client: Department of the State – Diplomatic Security Command Center (DSCC) (**Completed June 2015**)

Contact: *Classified – Due to the sensitive nature of this project, please contact Jessica Jenkins directly for this information. Information is not privy to public disclosure.*

Type: Firm Fixed Price

Phone: (703) 635-6689

Contract # *Classified – Due to the sensitive nature of this project, please contact Jessica Jenkins directly for this information. Information is not privy to public disclosure.*

Amount: \$973,781.00

Staff Involved: Stephen Plastino (Account Manager), Hong Cheng (KGI VP of Tech. Operations), Elise Pizarro (General Dynamics Contracting Specialist- elise.dawson@gdit.com)

Brief Description:

- Subcontracted to provide equipment and services to design, develop, install, integrate, and test a digital 2X14 video display system (DVDS) and video control system
- AV Refresh with full conversion of the system from analog to digital
- The project included training on operation and capabilities of all equipment **plus** post completion unlimited operational training and support
- Included: Video Wall configuration of thirty-four (34) 50" Planar displays, Crestron 128x128 DigitalMedia Switcher, Crestron 3-Series Control System, and CresFiber Fiber Optic cabling for added network security
- Furnished all TS cleared personnel for this effort

Project Overview:

Karcher Group was named the audiovisual subcontractor under the DOS prime contract #Classified to support Supply Chain Management on a Firm Fixed Price (FFP) basis under an Indefinite Delivery/Indefinite Quantity (IDIQ) type agreement. General Dynamics Information Technology (GDIT) was the principal contractor on the DOS IDIQ contract. The Diplomatic Security Command Center (DSCC) within the Department of State was seeking KGI to provide equipment and services to upgrade their existing analog video wall to digital technology using the existing video wall footprint and provide a new video control system. Ongoing support services would also include annual maintenance and calibration for four additional years after the base year in which the installation was completed.

KGI successfully completed the work within the quick turnaround project timeline required; however, this was not done so without some technical challenges. Upon surveying the installation space and general infrastructure, KGI quickly realized the ceiling and floor was not level and due to this unforeseen issue, getting the 2X14 video wall perfectly aligned and color balanced within the existing framing was nearly impossible. In order to meet the desired completion date, KGI implemented additional personnel and over 120 additional man hours to get the unexpected issue alleviated. KGI did not bill this to the customer or request a contract modification out of consideration for the client. Our PM was there for an additional 3 weeks to get the wall perfectly aligned. KGI also was required to furnish only Top Secret cleared personnel for this contract due to the sensitive nature and highly secured facility environment.

The outcome of this project was extremely positive and even surprising for KGI. Upon completion of the base year system installation, the Department of State removed GDIT as principal on its IDIQ for Supply Chain Management requirements and named another contractor. KGI was certain the change would affect the subcontracting agreement KGI and GDIT had established. Not only did it not affect the agreement for KGI to perform the requested AV services for the period of five years, but it also opened more doors for us. Due to KGI's observed professionalism, expertise, and customer service with the video wall project, the Department of State awarded additional contracts for other audiovisual system designs and installations that are on-going and spread out amongst multiple DOS locations.

4) Client: ATF Headquarters – Washington, DC

Address:

Contact: *Christopher Felski, Christopher.e.felski@usdoj.gov*

Type: Firm Fixed Price

Phone: (813) 917-1794

Contract # DJA-14-AHDQ-G-0919

Amount: \$244,991.00

Staff Involved: Stephen Plastino (Account Manager), Hong Cheng (KGI VP of Tech. Operations), James Huff (Contract Manager – 202-648-9117)

Brief Description:

Appointed by the US Department of Justice, ATF (Alcohol, Tobacco, and Firearms) is an inimitable law enforcement agency charged with safeguarding our nation and communities from criminal organizations, illegal use/trafficking of firearms, illegal use/storage of explosives, acts of terrorism, acts of arson and bombings, and the illegal diversion of alcohol and tobacco products. In 2013, ATF identified several AV system upgrades required within their Washington, D.C. Headquarters location and it's Emergency Operation Command Center (EOC) and associated rooms. The project scope included provisions of full video, audio, VTC, and control systems for the main EOC space, overflow room, and conference room. The 120" video wall configuration and other displays in the EOC were installed with the capability to output video sources from anywhere in the system. KGI also furnished an equipment infrastructure closet with a 45RU Middle Atlantic rack and housing of Crestron DigitalMedia 32x32 matrix switching and 3-series control solutions, a Cisco VTC codec, an annotating controller for main touch screen annotation ability, four client-owned computers, five (5) client-owned satellite boxes, a Denon Universal Blu-Ray player, and a Clear One hybrid mixer and amplifier.



State Of California
CONTRACTORS STATE LICENSE BOARD
ACTIVE LICENSE



License Number **938055**

Entity **CORP**

Business Name **KARCHER GROUP INCORPORATED**

Classification **C-7**

Expiration Date **09/30/2017**

www.cslb.ca.gov





14221-A Willard Rd
 Suite 1500
 Chantilly, Virginia 20151
 703-631-6626 ph.

Small Business (SWaM) Certified

Karcher Group is classified as a Veteran Owned, Small Business in the state of Virginia and has been SWaM certified through the Department of Small Business and Supplier Diversity as such. Karcher Group will not use small business subcontractors for this contract. Please see the Small Business Procurement Plan and confirmed SWaM certification below.

All small businesses must be certified by the Commonwealth of Virginia, Department of Small Business and Supplier Diversity (DSBSD) by the contract award date to participate in the SWAM program. Certification applications are available through DSBSD online at <http://www.sbsd.virginia.gov/>.

Offeror Name: Karcher Group Incorporated

Preparer Name: Jessica Jenkins – Proposal and Sales Administrator Date: February 9, 2016

Instructions

- A. If you are certified by the DSBSD as a small business or as a micro business, complete only Section A of this form. This shall not exclude DSBSD-certified women, minority or service-disabled veterans-owned businesses when they have received DSBSD small business certification.
- B. If you are not a DSBSD-certified small business, complete Section B of this form.

Section A

If your firm is certified by the DSBSD are you certified as a (check all that apply):

- Small Business
- Small and Women-owned Business
- Small and Minority-owned Business
- Small Service Disabled Veteran-owned Business
- Small Service Disabled Veteran-owned Business
- Micro Business
- Micro Business and Women-owned Business
- Micro Business and Minority-owned Business
- Micro Service Disabled Veteran-owned Business

Certification Number: 718967
 Certification Date: 2-10-2016 through 2-10-2019

Section B

Populate the table below to show your firm's plans for utilization of DSBSD-certified small businesses in directly performing the Requirements of this contract. This shall not exclude DSBSD-certified micro businesses or women, minority, or service disabled veteran-owned businesses when they have received the DSBSD small business

certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

Small Business Name & Address DSBSD Certificate #	Status if Small Business is also: Women (W), Minority (M) Service-Disabled Veteran (D), Service-Disabled Veteran (D), Micro Business (MB)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract	Planned Contract Dollars During Initial Period of the Contract
<div style="background-color: black; width: 100%; height: 15px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 100%; height: 15px; margin-bottom: 5px;"></div> <div style="background-color: black; width: 100%; height: 15px; margin-bottom: 5px;"></div>					
Totals \$					



County of San Diego

JOHN M. PELLEGRINO
DIRECTOR

DEPARTMENT OF PURCHASING AND CONTRACTING
5560 OVERLAND AVENUE, SUITE 270, SAN DIEGO, CALIFORNIA 92123-1204
Phone (858) 505-6367 Fax (858) 715-6452

Allen R. Hunsberger
Assistant Director

October 20, 2016

ADDENDUM No. 1

REQUEST FOR BID (RFB) 7702 – AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES

Addendum No. 1 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

BID DUE DATE HAS BEEN CHANGED:

BID OPENING: Prior to 11:00 AM, Local Time on November 16, 2016

QUESTIONS AND ANSWERS:

- 1Q:** Does the county currently utilize 3rd party on-site support? If not is this something that can be considered?
- A: The incumbent sends a technician whenever a repair is needed. The contractor receiving the award will need to determine manning level required to meet the Scope of Work.*
- 2Q:** For the “onsite chambers technical services”, is there any kind room schedule with locations of meeting and length of time? If not what is typical meeting times and do any of these meetings happen concurrently so manpower needs are met accordingly?
- A: County has averaged 600 tech hours per year at COC for all on-sit tech support. At the County Administration Center, the 2017 Board Meeting Calendar is available on line. Meeting times vary however, onsite chambers technical services average is about two (2) hours.*
- 3Q:** For obsolete products that cannot be replaced should it be assumed best fit replacement will be acceptable to the county?
- A: Yes with the Property Manager’s approval.*
- 4Q:** Does the county posses support contracts for appropriate vendors for direct manufacturer support? (Example: Polycom Video Teleconference units require support contract in order to receive support from manufacturer)
- A: No.*

- 5Q:** Is there a list of current of products under warranty available?
A: All items at COC currently still under warranty were not included in the product list. They are maintained by a different contractor. All items at CAC are not currently under warranty.
- 7Q:** With exception of low voltage controller are screens part of support contract? If so is it expected that all carpentry, electrical, etc will be supplied by county if screen requires repair/replacement?
A: No, the Contractor will maintain full responsibility for all repairs needed.
- 8Q:** Is any standard electrical work considered in contract if required to projectors, screens, etc?
A: Yes, and screens are part of this procurement.
- 9Q:** Is this a prevailing wage contract?
A: Yes, it is.
- 10Q:** Do we need to have a bid bond accompany our proposal? If so, what is the percentage? In the IFB it states that a performance bond of 100% of the total contract amount must be submitted within 10 days of notice of award but no description of bid security needed to accompany the proposal.
A: No Bid Bond required.
- 11Q:** What is the estimated project duration?
A: One base year and four option years, for a total of five years.
- 12Q:** Will a C-10 license be valid for this project?
A: Yes, a C-10 Contractor's License is acceptable.
- 13Q:** What room type should be assumed of the list that is supplied some are more sophisticated than others, is it possible to name a room as "typical"?
A: All rooms at COC have similar AV systems. The Chambers is the most sophisticated, but is still controlled with basically the same system as other rooms. At the County Administration Center, no rooms should be considered "typical".

If you have any questions, please contact Martha F. Trevejo, Procurement Contracting Officer at (858) 505-6527, or by email at Martha.Trevejo@sdcounty.ca.gov.



County of San Diego

JOHN M. PELLEGRINO
DIRECTOR

DEPARTMENT OF PURCHASING AND CONTRACTING
5560 OVERLAND AVENUE, SUITE 270, SAN DIEGO, CALIFORNIA 92123-1204
Phone (858) 505-6367 Fax (858) 715-6452

Allen R. Hunsberger
Assistant Director

October 25, 2016

ADDENDUM No. 2

REQUEST FOR BID (RFB) 7702 – AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES

Addendum No. 2 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

QUESTIONS AND ANSWERS:

1Q: Does county possess all appropriate code to control panels and pertinent devices for AV system functionality/programming?

A: The County of San Diego will be providing all codes to control panels and pertinent devices for all AV systems to the awardee upon contract award.

2Q: On pricing schedule it states "Hourly Rate to Add Future sites" is this for support purposes only?

A: New Buildings added will be fully covered under the terms of the contract.

3Q: The AV Equipment list provided includes three (3) Video Conferencing Systems. These systems are not eligible for repair, replacement, software updates without an active manufacturer's service agreement. The unit serial numbers are required to obtain pricing for the coverage and some of them may be EOSL (End of Service Life) now or during the five year term for which the RFB is requesting pricing. Is that coverage expected? If so, can I have the serial numbers for the following units:

- a. Bldg 5500, Room 120 Tandberg Video Conferencing System
- b. Bldg 5520, Session Cisco VTC C60 Codec
- c. CAC, Room 402 Polycom Viewstation PVS14XX Video Conferencing System

Will they be excluded from coverage if they are EOSL?

A: At the start of the new contract, items at EOSL shall be included for maintenance. However, when item needs to be replaced, it will be done on a separate solicitation.

Once replaced, items will need to be fully covered under this contract.

- a. Tandberg Video Conferencing System is located in Building 5500, Room 177. Serial number : 32A22287*
- b. Session Cisco VTC C60 Codec. Serial number: FIAD01E0026*
- c. Polycom Viewstation PVS14XX Video Conferencing System. Serial number :OID34B*

If you have any questions, please contact Martha F. Trevejo, Procurement Contracting Officer at (858) 505-6527, or by email at Martha.Trevejo@sdcounty.ca.gov.



County of San Diego

JOHN M. PELLEGRINO
DIRECTOR

DEPARTMENT OF PURCHASING AND CONTRACTING
5560 OVERLAND AVENUE, SUITE 270, SAN DIEGO, CALIFORNIA 92123-1204
Phone (858) 505-6367 Fax (858) 715-6452

Allen R. Hunsberger
Assistant Director

October 27, 2016

ADDENDUM No. 3

REQUEST FOR BID (RFB) 7702 – AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES

Addendum No. 3 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

CORRECTION TO ADDENDUM 2 – 3Q:

1. CAC, Room 402 Polycom Viewstation PVS14XX Video Conferencing System, serial number is: **01D34B**

If you have any questions, please contact Martha F. Trevejo, Procurement Contracting Officer at (858) 505-6527, or by email at Martha.Trevejo@sdcounty.ca.gov.



County of San Diego

JOHN M. PELLEGRINO
DIRECTOR

DEPARTMENT OF PURCHASING AND CONTRACTING
5560 OVERLAND AVENUE, SUITE 270, SAN DIEGO, CALIFORNIA 92123-1204
Phone (858) 505-8367 Fax (858) 715-6452

Allen R. Hunsberger
Assistant Director

November 14, 2016

ADDENDUM No. 4

REQUEST FOR BID (RFB) 7702 – AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES

Addendum No. 4 forms a part of the contract documents and changes the original documents only in the manner and to the extent stated.

CORRECTION TO ADDENDUM 2 – 3Q-b:

1. COC, Session Cisco VTC C60 Codec. Serial number: **F1AD01E00026**

If you have any questions, please contact Martha F. Trevejo, Procurement Contracting Officer at (858) 505-6527, or by email at Martha.Trevejo@sdcounty.ca.gov.

Next

Bid

**To: County of San Diego,
Department of Purchasing and Contracting
Front Desk (RFB 7702)**
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CALIFORNIA 92123-1204
Phone (858) 505-6367

Contact Person: Martha Trevejo

From: EIDIM GROUP, INC.
6905 Oslo Cir STE J
Buena Park CA, 90621

2016/11/16 AM09:25 00s

#5



**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM**

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVERTO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPNSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPEINING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE MUST INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

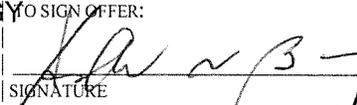
INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 824410

DIR REGISTRATION NUMBER 1000010711

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 2 3 4 5

<u>SUBJECT TO ACCEPTANCE WITHIN 90 DAYS</u>	<u>PAYMENT TERMS NET 30 DAYS OR % DAY</u>
NAME AND ADDRESS OF BIDDER	NAME AND TITLE OF PERSON AUTHORIZED
EIDIM GROUP, INC dba EIDIM AV TECHNOLOGY	TO SIGN OFFER:
STREET, CITY, STATE, ZIP	
6905 OSLO CIR STE J BUENA PARK, CA 90621	11/11/2016
TELEPHONE: NUMBER (562)777-1009	SIGNATURE
FAX TELEPHONE: (562) 777-9120	OFFEROR DATE
E-MAIL <u>estimate@eidim.com</u>	PRINTED NAME: <u>ANDREW BANG</u>
	PRINTED TITLE: <u>CEO/PRESIDENT</u>

ACCEPTANCE AS TO ITEM(S) NUMBERED:

(VC No.)

-----NOTIFICATION OF AWARD -----

(THIS SECTION FOR COUNTY USE ONLY)

COUNTY OF SAN DIEGO

BY: JOHN M. PELLEGRINO, DIRECTOR DATE: _____
DEPT OF PURCHASING & CONTRACTING

TOTAL AMOUNT

AWARD No.

NAME AND TITLE OF CONTRACTING OFFICER

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

1. BUSINESS TYPE

For-profit Non-profit Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:

Disabled Veteran Business Enterprise (DVBE)

Certification #: _____

Small Business Enterprise (SBE)

Certification #: 38464

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:

Veteran Owned Small Business (VOSB)

Certification # _____

Service Disabled Veteran Owned Small Business (SDVOSB)

Certification # _____

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): _____ %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1 Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2 Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3 Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4 If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Andrew Band

Title: CEO/President

Company/Organization: _____

Signature: [Signature]

Date: 11/11/2016

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: EIDIM GROUP, INC dba EIDIM AV TECHNOLOGY ("Offeror") with reference to the following facts:

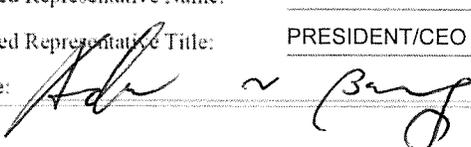
WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT - CONFIDENTIAL/PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>EIDIM GROUP, INC dba EIDIM AV TECHNOLOGY</u>
Authorized Representative Name:	<u>ANDREW W. BANG</u>
Authorized Representative Title:	<u>PRESIDENT/CEO</u>
Signature: 	Date: <u>11/11/2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES SECTION
A – PRICING SCHEDULE

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 30,000	\$ 18000
2	General Maintenance and Support for CAC	6	Monthly	\$ 1500	\$ 9000
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 7913.5	\$ 47,481
INITIAL TERM PERIOD – TOTAL PRICE					\$ 236,481

**Below Price will not be taken into consideration as part of the basis of award.
However, Contractor is required to submit pricing to be considered responsive.**

Hourly Rate to Add Future Sites	\$ 115
---------------------------------	--------

FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 31,500	\$ 378,000
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,575	\$ 18,900
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 8,150.91	\$ 97,810.86
FIRST OPTION PERIOD – TOTAL PRICE					\$ 494,710.86

**Below Price will not be taken into consideration as part of the basis of award.
However, Contractor is required to submit pricing to be considered responsive.**

Hourly Rate to Add Future Sites	\$ 120
---------------------------------	--------

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES SECTION
A – PRICING SCHEDULE
SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 33,075	\$ 396,900
2	General Maintenance and Support for CAC	12	Monthly	\$1,653.75	\$ 19,845
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 8,395.43	\$ 100,745.19
SECOND OPTION PERIOD – TOTAL PRICE					\$ 517,490.19

**Below Price will not be taken into consideration as part of the basis of award.
However, Contractor is required to submit pricing to be considered responsive.**

Hourly Rate to Add Future Sites	\$ 125
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$34,728.75	\$ 416,745
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,736.44	\$ 20,837.25
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 8,647.3	\$ 103,767.54
THIRD OPTION PERIOD – TOTAL PRICE					\$ 541,349.79

**Below Price will not be taken into consideration as part of the basis of award.
However, Contractor is required to submit pricing to be considered responsive.**

Hourly Rate to Add Future Sites	\$ 130
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REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES SECTION
A – PRICING SCHEDULE

SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 36,465.19	\$ 437,582.25
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,823.26	\$ 21,879.11
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 8,906.71	\$ 106,880.57
THIRD OPTION PERIOD – TOTAL PRICE					\$ 566,341.93

Below Price will not be taken into consideration as part of the basis of award.
However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 135
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 236,481
FIRST OPTION PERIOD – TOTAL PRICE	\$ 494,710.86
SECOND OPTION PERIOD – TOTAL PRICE	\$ 517,490.19
THIRD OPTION PERIOD – TOTAL PRICE	\$ 541,349.79
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 566,341.93
BASIS OF AWARD	\$ 2,356,373.77

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
	<i>N/A</i>				

Total Percent SUBCONTRACTED: _____

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

Designation of Subcontractors

Page 1 of 2

SECTION A – DESIGNATION OF SUBCONTRACTORS

**DESIGNATION OF SUBCONTRACTORS
 DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION**

BUSINESS NAME (PRIME)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS	<input checked="" type="checkbox"/>		

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER
<input type="checkbox"/> TILE WORKERS			

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

ASBESTOS	BOILERMAKER	BRICKLAYERS	CARPENTERS
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CARPET/LINOLEUM	CEMENT MASONS	DRYWALL FINISHER	DRYWALL/LATHERS
ELECTRICIANS IRON WORKERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LABORERS PAINTERS	ELEVATOR MECHANIC	GLAZIERS	
PILE DRIVERS ROOFERS	<input type="checkbox"/>	OPERATING ENG	
SHEET METAL TEAMSTER	MILLWRIGHTS	PLASTERS	
TILE WORKERS	PIPE TRADES	SURVEYORS	
	SOUND/COMM		
	<input type="checkbox"/>		

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

Designation of Subcontractors

Page 2 of 2

SECTION A - DVBE REQUIREMENTS AND FORMS

The County, as a matter of policy, encourages the participation of Disabled Veterans Business Enterprises (DVBE) through DVBE Subcontractor Participation goals. County of San Diego, Board of Supervisors DVBE policy B-39a is found at <http://www.sdcountry.ca.gov/cob/policy/index.html#>. The County DVBE program recognizes the State of California DVBE certification, which may be found at <http://www.pd.dgs.ca.gov>.

For this solicitation:

Bidder/Offorer (Offeror) must meet or exceed a 3% DVBE Subcontractor Participation goal or show a good faith effort to do so. Offeror must submit a DVBE Subcontractor Participation Summary and DVBE Subcontractor Participation Plan based on total pricing/payment schedule of its submittal. If the DVBE Subcontractor Participation Plan does not show that Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal, Offeror must provide Documentation of a Good Faith Effort. Offerors are encouraged to submit the Documentation of Good Faith Effort even if they have met or exceeded the 3% DVBE Subcontractor Participation goal in the event that all or part of the DVBE Subcontractor Participation Plan is determined to be ineligible. County reserves the right to request a Documentation of Good Faith Effort from any Offeror regardless of utilization calculated on the DVBE Subcontractor Participation Plan.

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section	
Offeror:	EIDIM GROUP, INC dba EIDIM AV TECHNOLOGY
Offeror's Representative:	ANDREW W. BANG

Exemptions (complete only if Offeror qualifies for one of the exemptions below)	
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:	
<input type="checkbox"/>	Government Agency
<input type="checkbox"/>	Nonprofit Organization
<input checked="" type="checkbox"/>	Small Business Enterprise (SBE), pursuant to Board Policy B-53
	State of California SBE Certification #: __38464__
<input type="checkbox"/>	Veteran Owned Business (VOB), pursuant to Board Policy B-39a
	VOB status due to certification as a:
<input type="checkbox"/>	DVBE - State of California Certification #: _____
<input type="checkbox"/>	VOSB - U.S. VA Certification #: _____
<input type="checkbox"/>	SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)	
<input checked="" type="checkbox"/>	Offeror will self-perform 100% of the services.
<input type="checkbox"/>	Complete and attach DVBE Subcontractor Participation Plan
<input type="checkbox"/>	Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION PLAN

Offeror: EIDIM GROUP, INC dba EIDIM AV TECHNOLOGY Offeror Representative: ANDREW W. BANG

Project Title: AV System Full Maintenance Services

ITEM NO.	DESCRIPTION OF WORK, SERVICE OR MATERIAL	NAME, ADDRESS, TELEPHONE NUMBER AND CERTIFICATION NUMBER OF CERTIFIED DVBE TO BE USED	DOLLAR AMOUNT TO BE PAID THIS DVBE
	N/A	Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
TOTAL AMOUNT TO CERTIFIED DVBE			\$

Use additional sheets if necessary. Compute utilization on last sheet.

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

COMPUTATION OF UTILIZATION AND COMPARISON WITH THE SUBCONTRACTOR PARTICIPATION GOAL	
$\frac{\text{Total Amount to Certified DVBE}}{\text{Total Bid/Proposal}} \times 100 = \text{Percent of Utilization}$	Goal = 3%
$\frac{\text{Total Bid/Proposal}}{100} = \text{_____} \%$	Submit Documentation of Good Faith Effort if goal is not met.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	N/A		
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

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Sheet 1 of 1 (complete if submitting more than one sheet)

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

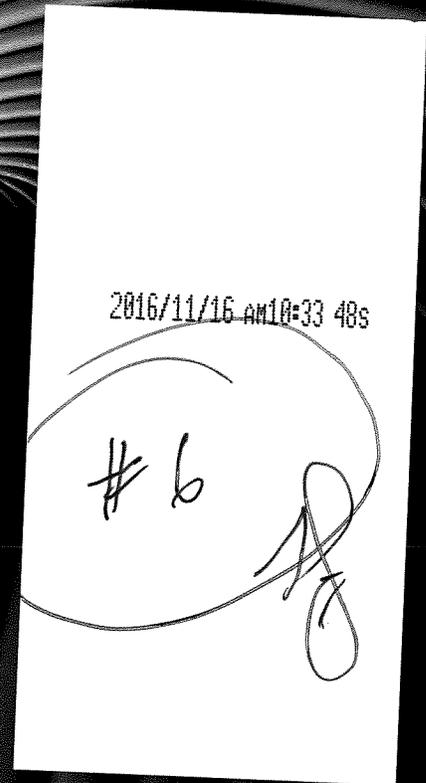
Next

Bid



County of San Diego

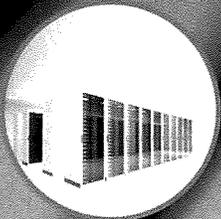
138875 - (RFB) 7702 - AUDIO VISUAL
SYSTEM FULL MAINTENANCE SERVICES



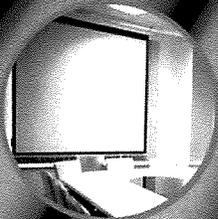
Matt Goff
6885 Flanders Drive
San Diego, CA 92121

matt.goff@iescomm.com
www.iescomm.com
11/15/2016

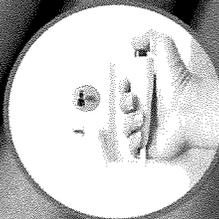
Structured Cabling



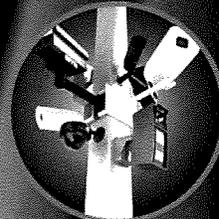
Audio Visual



Life Safety



Security



Wireless



REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPONSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPENING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE MUST INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 910798
DIR REGISTRATION NUMBER 1000000679

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN 90 DAYS
NAME AND ADDRESS OF BIDDER **IES Commercial, Inc**
STREET, CITY, STATE, ZIP **6885 Flanders Dr
San Diego CA 92121**
TELEPHONE: NUMBER (**619**) **436-7308**
FAX TELEPHONE: ()
E-MAIL **matt.goff@iescomm.com**

PAYMENT TERMS NET **30** DAYS OR % DAY _____
NAME AND TITLE OF PERSON AUTHORIZED
TO SIGN OFFER: 
SIGNATURE _____ OFFEROR DATE _____
PRINTED NAME: Tom Emma
PRINTED TITLE: VP of Finance

ACCEPTANCE AS TO ITEM(S) NUMBERED:
(VC No.)

-----NOTIFICATION OF AWARD-----
(THIS SECTION FOR COUNTY USE ONLY)
COUNTY OF SAN DIEGO
By: _____ DATE: _____
JOHN M. PELLEGRINO, DIRECTOR
DEPT OF PURCHASING & CONTRACTING

TOTAL AMOUNT _____ AWARD No. _____ NAME AND TITLE OF CONTRACTING OFFICER _____

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

1. BUSINESS TYPE

For-profit Non-profit Government
Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:
 Disabled Veteran Business Enterprise (DVBE)
Certification #: _____
 Small Business Enterprise (SBE)
Certification #: _____

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:
 Veteran Owned Small Business (VOSB)
Certification # _____
 Service Disabled Veteran Owned Small Business (SDVOSB)
Certification # _____

Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100 %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1. Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2. Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3. Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4. If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3. Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4. If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:
6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;
6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and
6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: Tom Emma

Signature: [Signature]

Title: VP of Finance

Date: 11/15/2016

Company/Organization: IES Commercial, Inc

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT**

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: IES Commercial, Inc ("Offeror") with reference to the following facts:

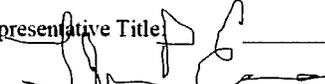
WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT – CONFIDENTIAL/PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>IES Commercial, Inc</u>
Authorized Representative Name:	<u>Tom Emma</u>
Authorized Representative Title:	<u>VP of Finance</u>
Signature: 	Date: <u>November 15, 2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE**

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 27,370.00	\$ 164,220.00
2	General Maintenance and Support for CAC	6	Monthly	\$ 5,213.00	\$ 31,280.00
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 7,083.00	\$ 42,500.00
INITIAL TERM PERIOD – TOTAL PRICE					\$ 238,000.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
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FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 27,370.00	\$ 328,440.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 5,213.00	\$ 62,560.00
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 7,083.00	\$ 85,000.00
FIRST OPTION PERIOD – TOTAL PRICE					\$ 476,000.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
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SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE**

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 28,191.00	\$ 338,293.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 5,369.00	\$ 64,438.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,295.00	\$ 87,550.00
SECOND OPTION PERIOD – TOTAL PRICE					\$ 490,281.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 29,036.00	\$ 348,441.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 5,530.00	\$ 66,371.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,513.00	\$ 90,176.00
THIRD OPTION PERIOD – TOTAL PRICE					\$ 504,988.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE**

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 39,907.00	\$ 358,894.00
2	General Maintenance and Support for CAC	12	Monthly	\$ 5,695.00	\$ 68,362.00
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 7,738.00	\$ 92,881.00
THIRD OPTION PERIOD – TOTAL PRICE					\$ 520,137.00

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 90.00
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 238,000.00
FIRST OPTION PERIOD – TOTAL PRICE	\$ 476,000.00
SECOND OPTION PERIOD – TOTAL PRICE	\$ 490,281.00
THIRD OPTION PERIOD – TOTAL PRICE	\$ 504,988.00
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 520,137.00
BASIS OF AWARD	\$ 2,229,406.00

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
1	Electrical and AV Maintenance and Service	3%	Johnson Electric & Supply	C10 - 958114 Expires: 7-31-17	1000038908

Total Percent SUBCONTRACTED: 3%

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS
DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION

BUSINESS NAME (PRIME)	DIR REGISTRATION NO. 1000000679	EMAIL ADDRESS (Point of Contact for <u>this</u> Project) matt.goff@iescomm.com
IES Commercial, Inc		

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:					
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS		
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS		
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS		
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS		
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS		
<input type="checkbox"/> SHEET METAL	<input checked="" type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER		
<input type="checkbox"/> TILE WORKERS					

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:					
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS		
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS		
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS		
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS		
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS		
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER		
<input type="checkbox"/> TILE WORKERS					

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:					
<input type="checkbox"/> ASBESTOS	<input type="checkbox"/> BOILERMAKER	<input type="checkbox"/> BRICKLAYERS	<input type="checkbox"/> CARPENTERS		
<input type="checkbox"/> CARPET/LINOLEUM	<input type="checkbox"/> CEMENT MASONS	<input type="checkbox"/> DRYWALL FINISHER	<input type="checkbox"/> DRYWALL/LATHERS		
<input type="checkbox"/> ELECTRICIANS	<input type="checkbox"/> ELEVATOR MECHANIC	<input type="checkbox"/> GLAZIERS	<input type="checkbox"/> IRON WORKERS		
<input type="checkbox"/> LABORERS	<input type="checkbox"/> MILLWRIGHTS	<input type="checkbox"/> OPERATING ENG	<input type="checkbox"/> PAINTERS		
<input type="checkbox"/> PILE DRIVERS	<input type="checkbox"/> PIPE TRADES	<input type="checkbox"/> PLASTERS	<input type="checkbox"/> ROOFERS		
<input type="checkbox"/> SHEET METAL	<input type="checkbox"/> SOUND/COMM	<input type="checkbox"/> SURVEYORS	<input type="checkbox"/> TEAMSTER		
<input type="checkbox"/> TILE WORKERS					

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE REQUIREMENTS AND FORMS

The County, as a matter of policy, encourages the participation of Disabled Veterans Business Enterprises (DVBE) through DVBE Subcontractor Participation goals. County of San Diego, Board of Supervisors DVBE policy B-39a is found at <http://www.sdcounty.ca.gov/cob/policy/index.html#>. The County DVBE program recognizes the State of California DVBE certification, which may be found at <http://www.pd.dgs.ca.gov>.

For this solicitation:

Bidder/Offeror (Offeror) must meet or exceed a 3% DVBE Subcontractor Participation goal or show a good faith effort to do so. Offeror must submit a DVBE Subcontractor Participation Summary and DVBE Subcontractor Participation Plan based on total pricing/payment schedule of its submittal. If the DVBE Subcontractor Participation Plan does not show that Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal, Offeror must provide Documentation of a Good Faith Effort. Offerors are encouraged to submit the Documentation of Good Faith Effort even if they have met or exceeded the 3% DVBE Subcontractor Participation goal in the event that all or part of the DVBE Subcontractor Participation Plan is determined to be ineligible. County reserves the right to request a Documentation of Good Faith Effort from any Offeror regardless of utilization calculated on the DVBE Subcontractor Participation Plan.

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section	
Offeror:	IES Commercial, Inc
Offeror's Representative:	Matt Goff

Exemptions (complete only if Offeror qualifies for one of the exemptions below)
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:
<input type="checkbox"/> Government Agency
<input type="checkbox"/> Nonprofit Organization
<input type="checkbox"/> Small Business Enterprise (SBE), pursuant to Board Policy B-53 State of California SBE Certification #: _____
<input type="checkbox"/> Veteran Owned Business (VOB), pursuant to Board Policy B-39a VOB status due to certification as a: <input type="checkbox"/> DVBE - State of California Certification #: _____ <input type="checkbox"/> VOSB - U.S. VA Certification #: _____ <input type="checkbox"/> SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)
<input type="checkbox"/> Offeror will self-perform 100% of the services.
<input checked="" type="checkbox"/> Complete and attach DVBE Subcontractor Participation Plan
<input type="checkbox"/> Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION PLAN

Offeror: IES Commercial, Inc Offeror Representative: Matt Goff

Project Title: RFB 7702 - AV Systems Full Maintenance Services

ITEM NO.	DESCRIPTION OF WORK, SERVICE OR MATERIAL	NAME, ADDRESS, TELEPHONE NUMBER AND CERTIFICATION NUMBER OF CERTIFIED DVBE TO BE USED	DOLLAR AMOUNT TO BE PAID THIS DVBE
1	Electrical and AV Maintenance and Service	Name: Johnson Electric and Supply Address: 1650 Maple Dr Chula Vista CA 91911 Telephone #: 619-549-1421 Certification #: 59309	\$66,883
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
		Name: Address: Telephone #: Certification #:	
TOTAL AMOUNT TO CERTIFIED DVBE			\$ 66,883

Use additional sheets if necessary. Compute utilization on last sheet.

Sheet ____ of ____ (complete if submitting more than one sheet)

COMPUTATION OF UTILIZATION AND COMPARISON WITH THE SUBCONTRACTOR PARTICIPATION GOAL	
$\frac{\text{Total Amount to Certified DVBE}}{\text{Total Bid/Proposal}} \times 100 = \text{Percent of Utilization}$	Goal = 3%
$\frac{\$66,883}{\$2,229,406.00} \times 100 = 3.0\%$	Submit Documentation of Good Faith Effort if goal is not met.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

Sheet ____ of ____ (complete if submitting more than one sheet)

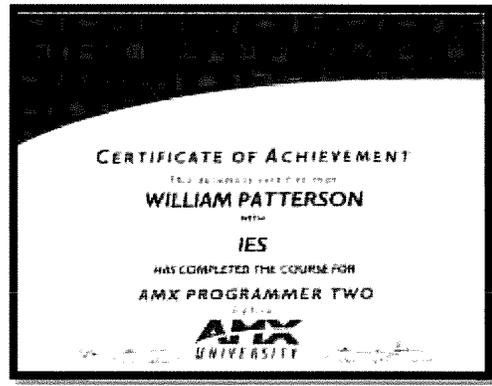
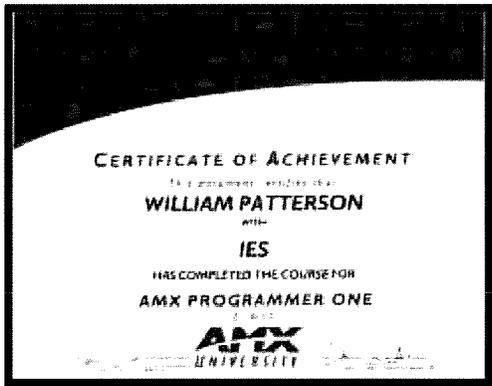
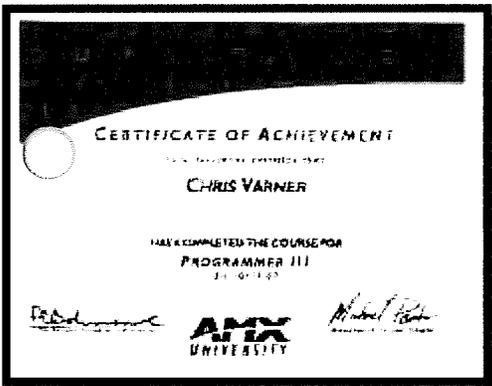
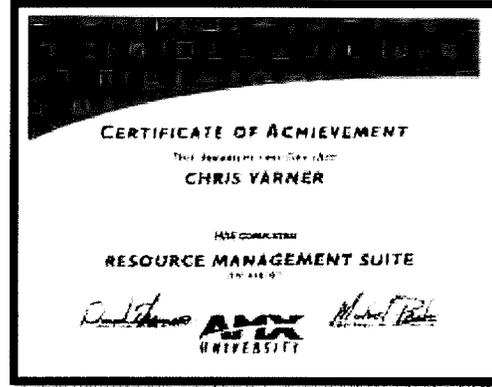
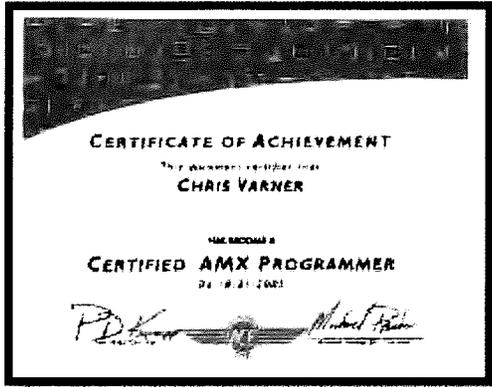
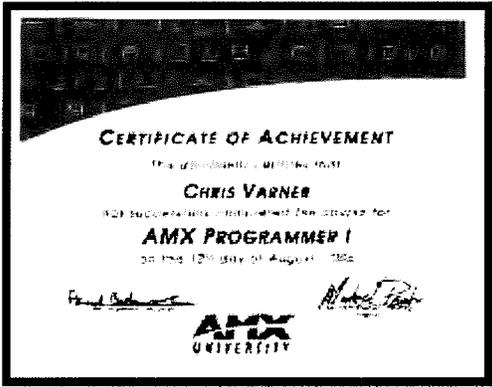
B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

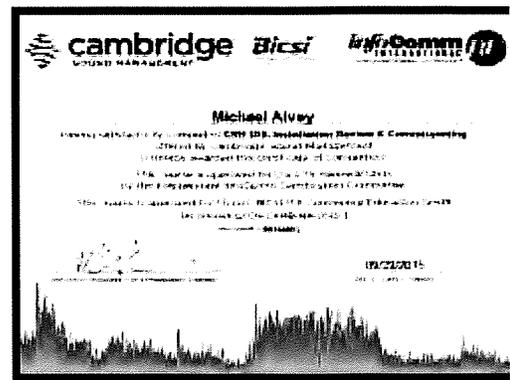
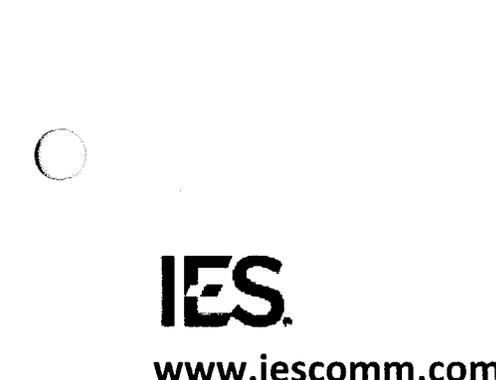
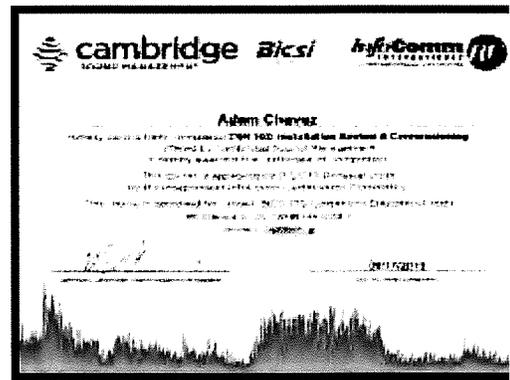
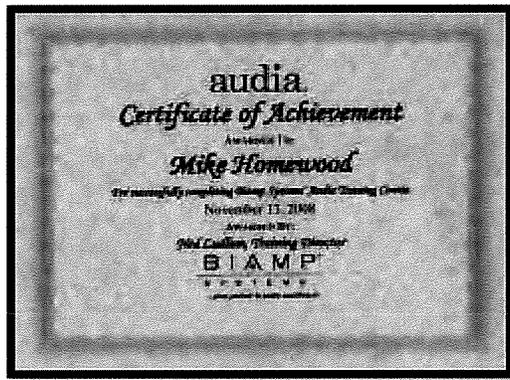
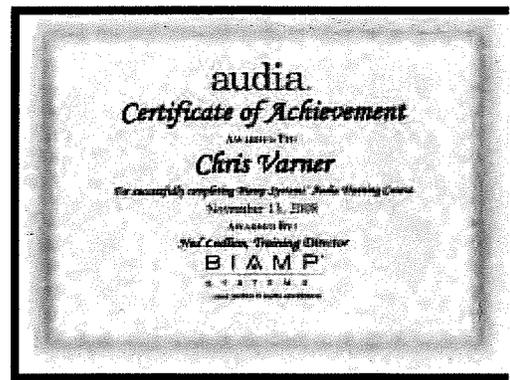
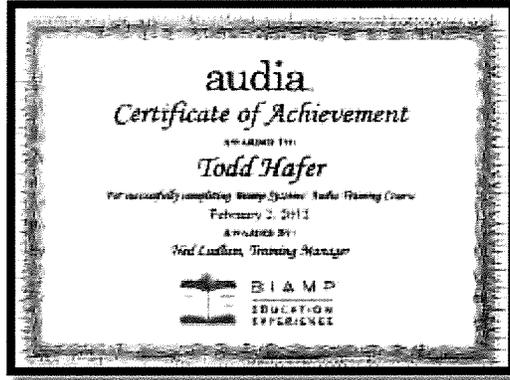
AUDIO VISUAL CERTIFICATIONS



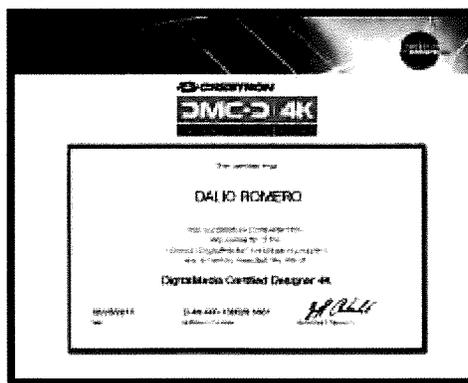
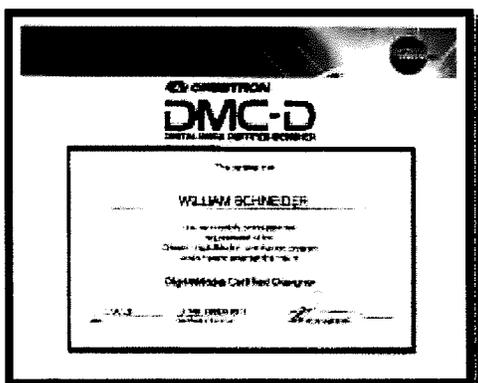
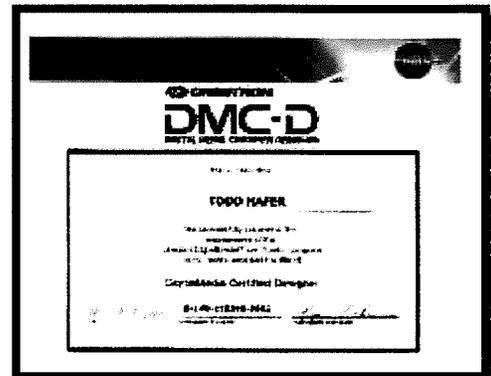
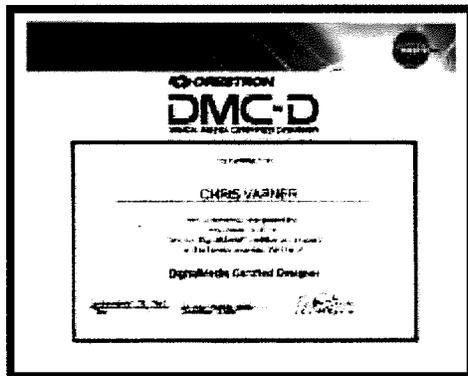
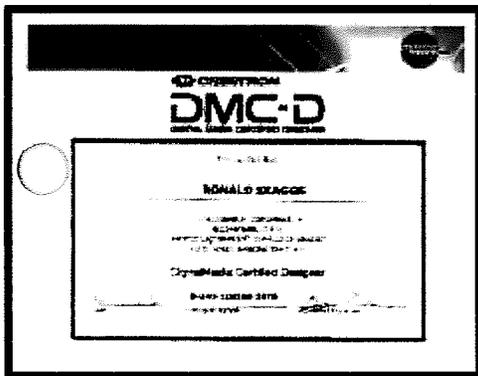
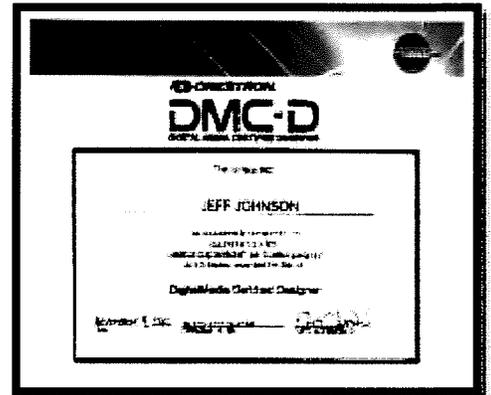
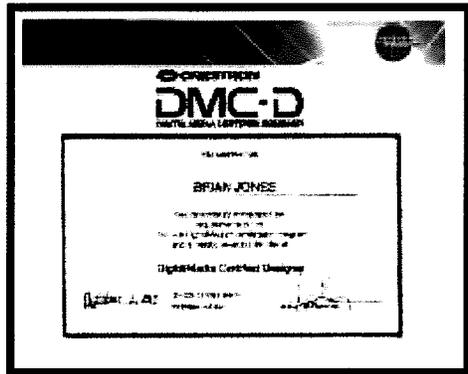
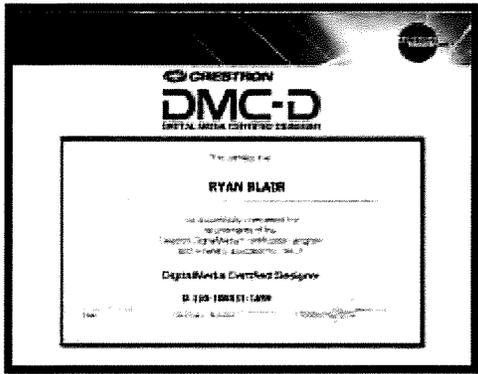
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AUDIO VISUAL CERTIFICATIONS



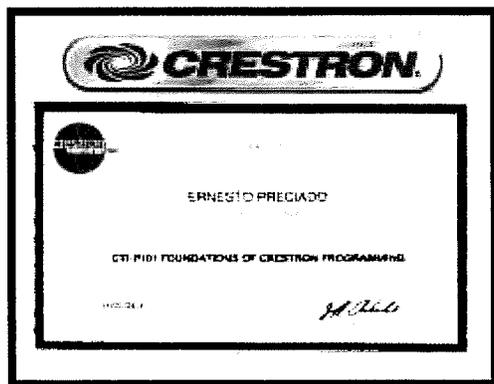
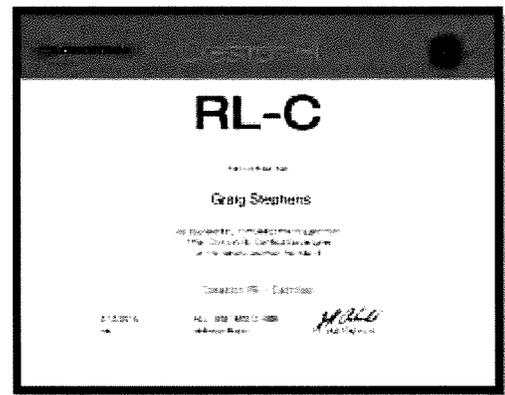
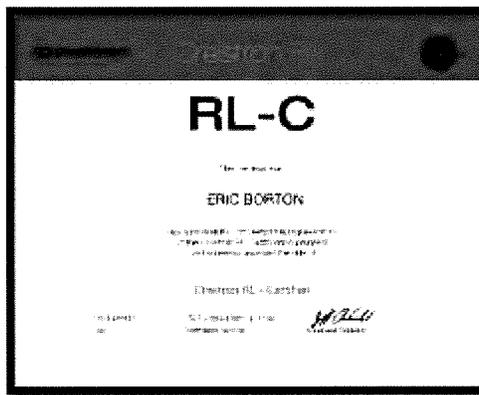
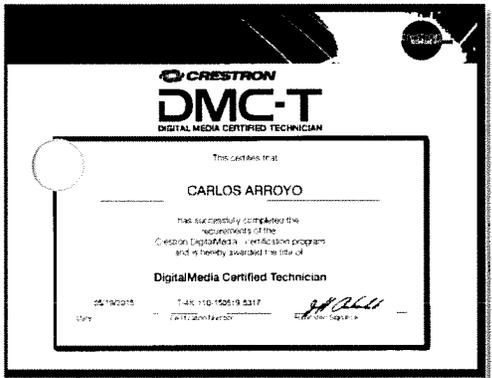
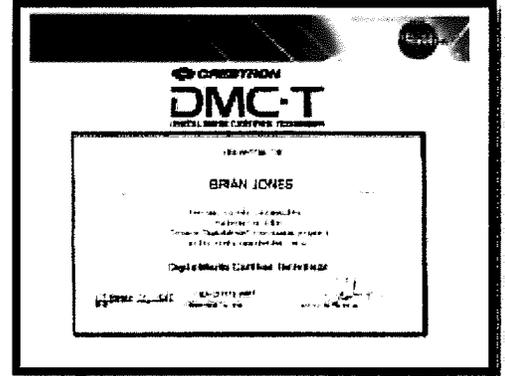
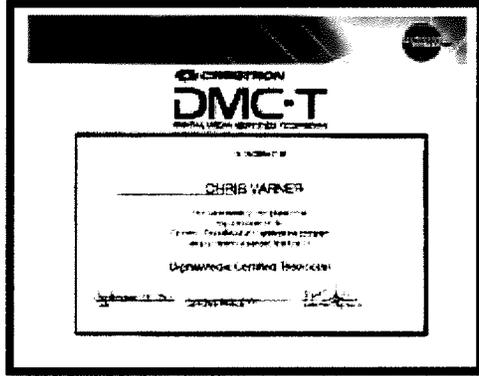
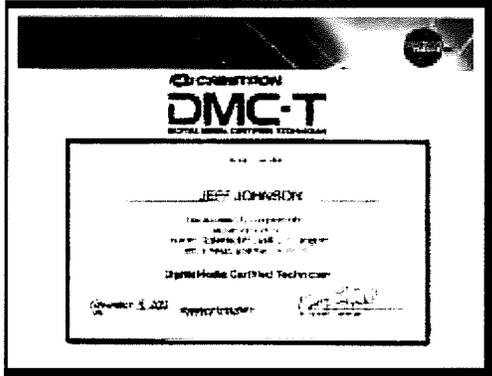
AUDIO VISUAL CERTIFICATIONS



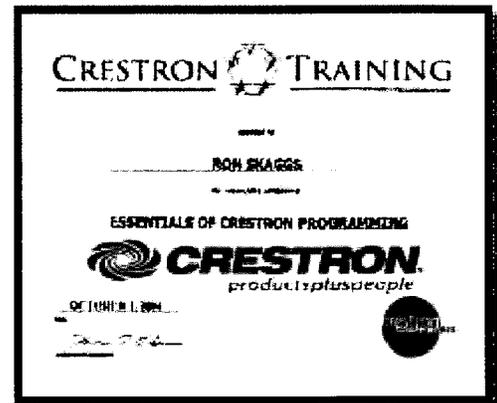
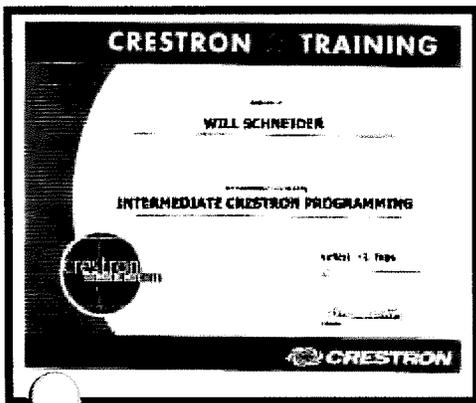
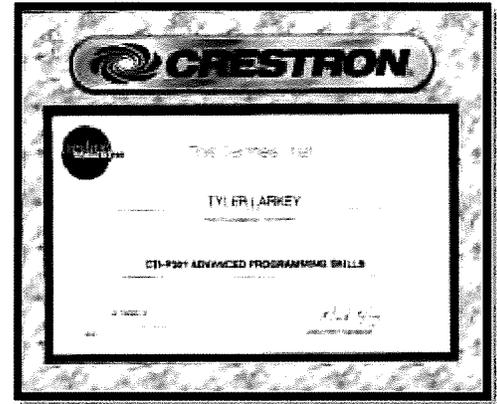
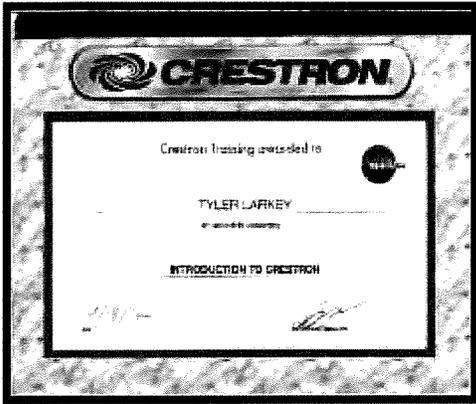
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AUDIO VISUAL CERTIFICATIONS



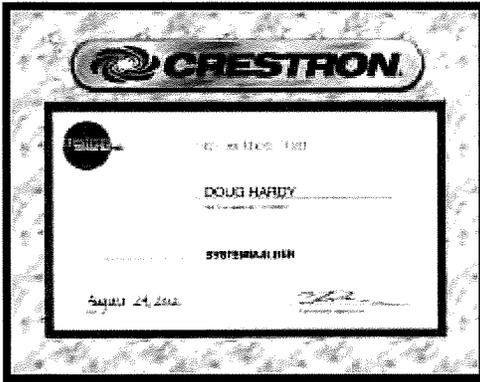
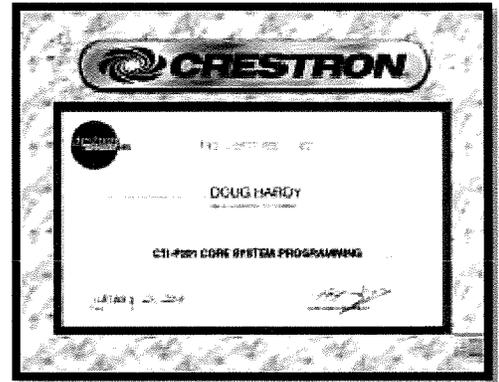
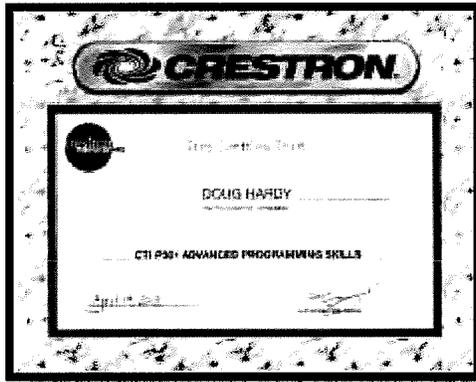
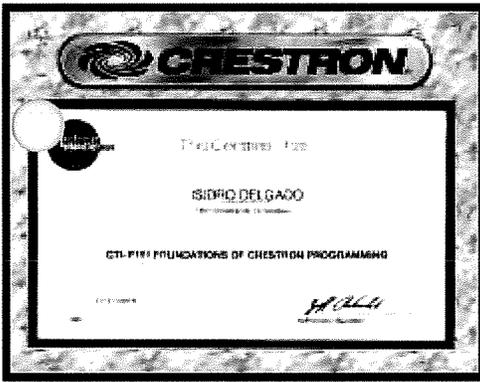
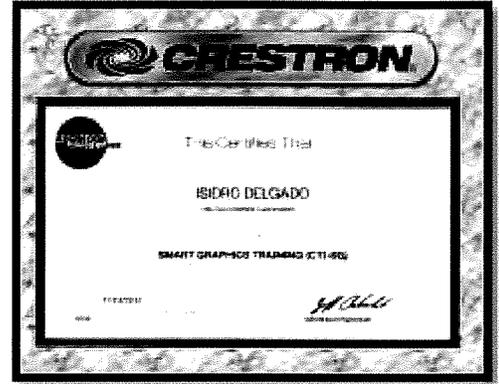
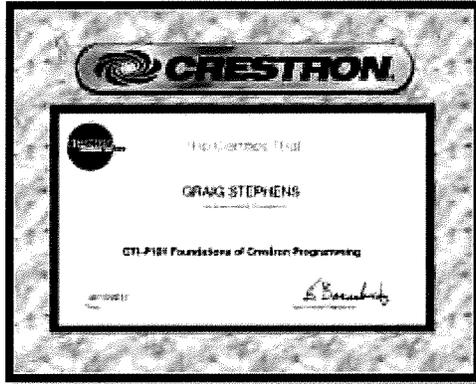
AUDIO VISUAL CERTIFICATIONS



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AUDIO VISUAL CERTIFICATIONS



AUDIO VISUAL CERTIFICATIONS

CIS Certified Technology Specialist

Ryan Blair

Mr. Blair is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist

Todd Hafer

Mr. Hafer is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist

Carlos Arroyo

Mr. Arroyo is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist

James Hogan

Mr. Hogan is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist

Ronald Skaggs

Mr. Skaggs is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist Installation

Nathan Kurtz

Mr. Kurtz is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist

Jesus Gutierrez

Mr. Gutierrez is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist Installation

Graig Stephens

Mr. Stephens is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist Installation

Daniel Camarillo

Mr. Camarillo is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

InfoComm International

CIS Certified Technology Specialist Installation

Christopher Varner

Mr. Varner is a highly skilled and experienced professional in the field of audio visual technology. He has a strong background in system design, installation, and maintenance. He is a member of the International Brotherhood of Electrical Workers (IBEW) and has received extensive training and education in his field.

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AUDIO VISUAL CERTIFICATIONS

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Certificate of Education**

James Hogan

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Completed on
January 22, 2014

Issued by InfoComm International

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Craig Z. Hall, CEO
InfoComm International
10000 Woodloch Forest Drive
Dallas, Texas 75243

Tom Meehan
Tom Meehan, CEO
InfoComm International
10000 Woodloch Forest Drive
Dallas, Texas 75243



**InfoComm International
Certificate of Education**

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AV Design Level 2: Infrastructure

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Dallas, Texas 75243

Tom Meehan
Tom Meehan, CEO
InfoComm International
10000 Woodloch Forest Drive
Dallas, Texas 75243



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Dallas, Texas 75243

Tom Meehan
Tom Meehan, CEO
InfoComm International
10000 Woodloch Forest Drive
Dallas, Texas 75243



**InfoComm
Academy**

Nathan Kurtz

having successfully completed
Essentials of AV Technology

on January 31, 2011
is awarded this
Certificate of Accomplishment

Paul D'Amico
Paul D'Amico, CEO
InfoComm International
10000 Woodloch Forest Drive
Dallas, Texas 75243

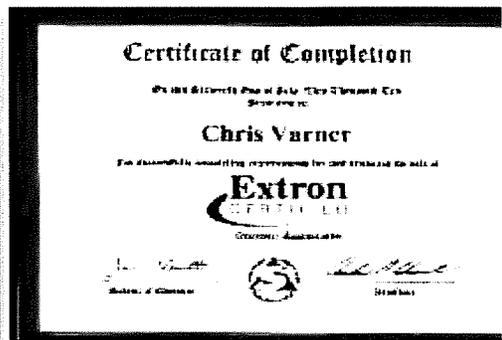
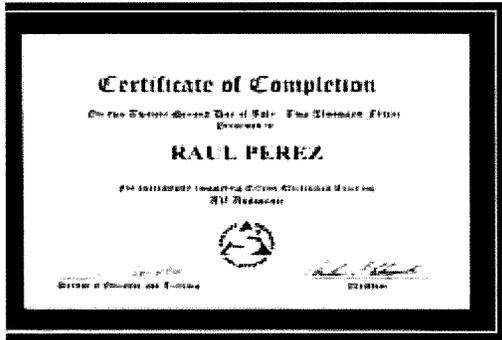
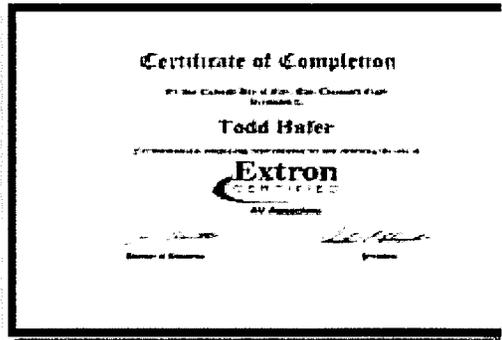
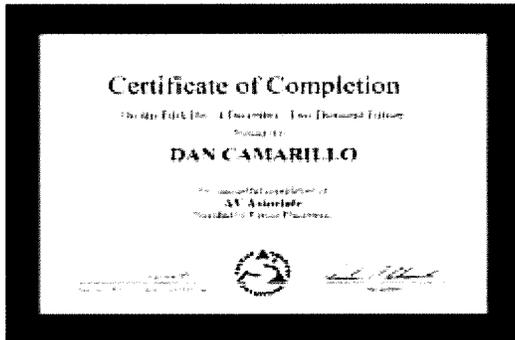
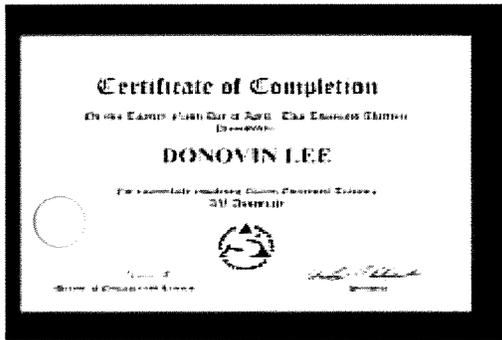
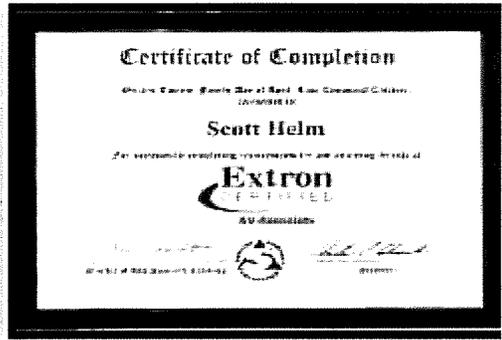
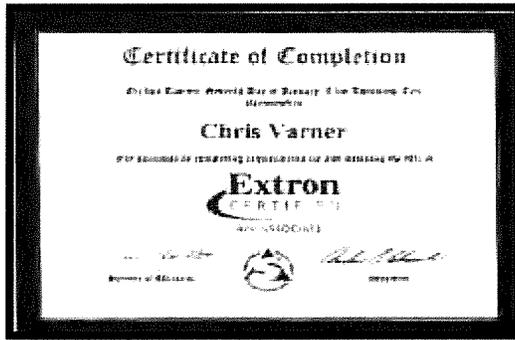
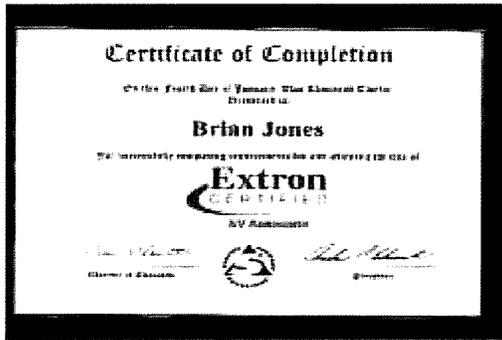
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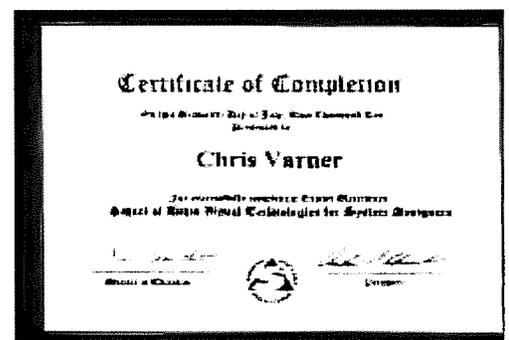
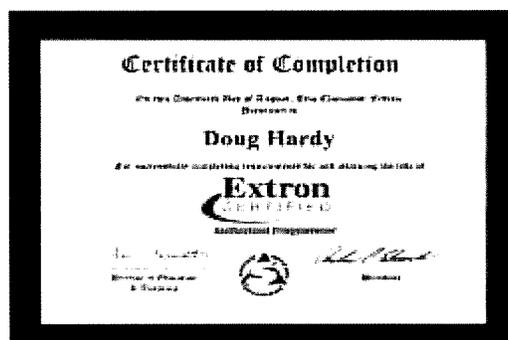
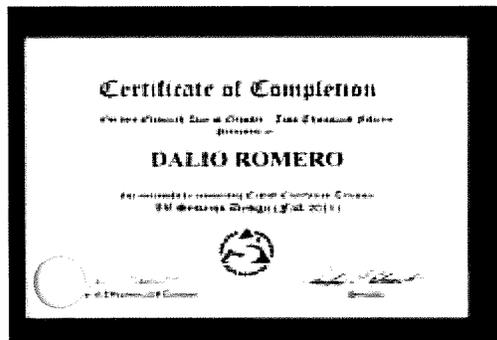
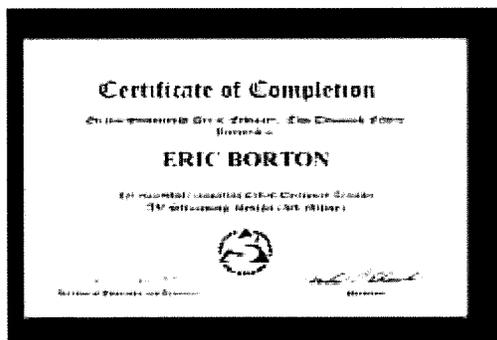
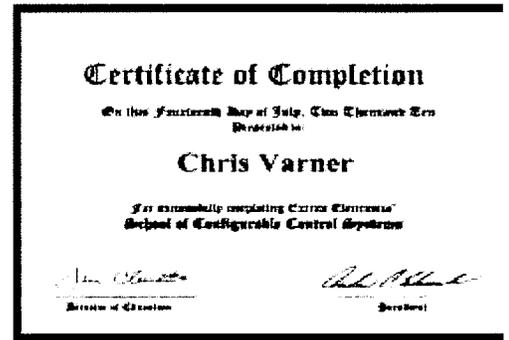
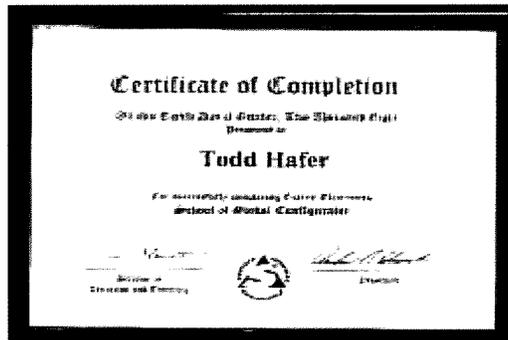
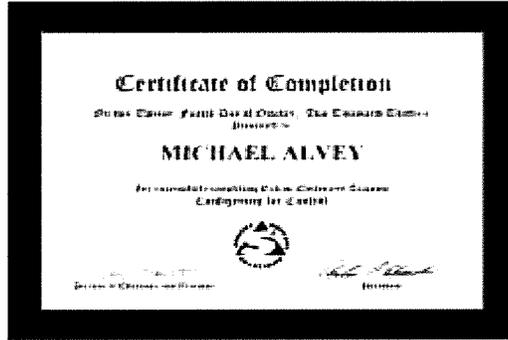
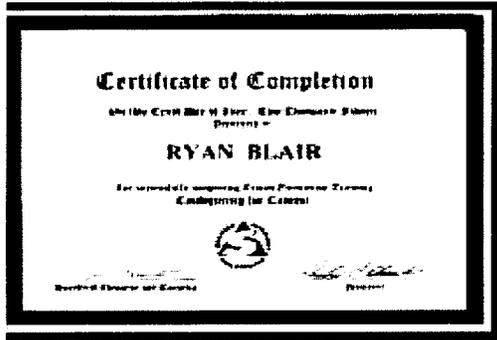
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AUDIO VISUAL CERTIFICATIONS



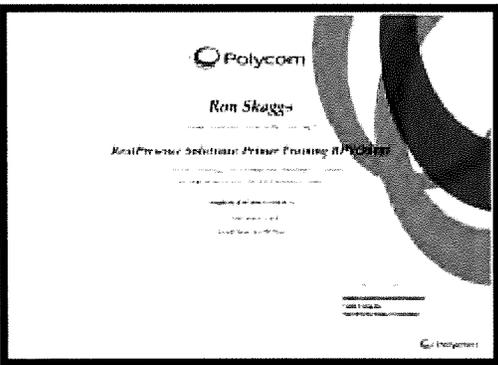
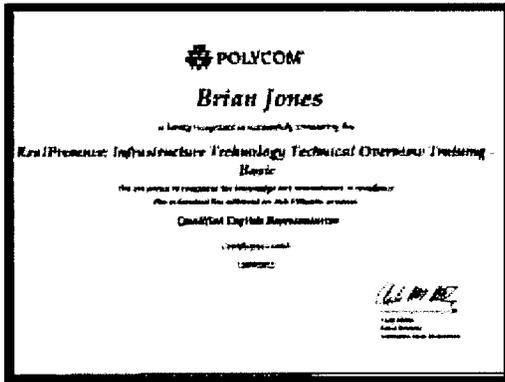
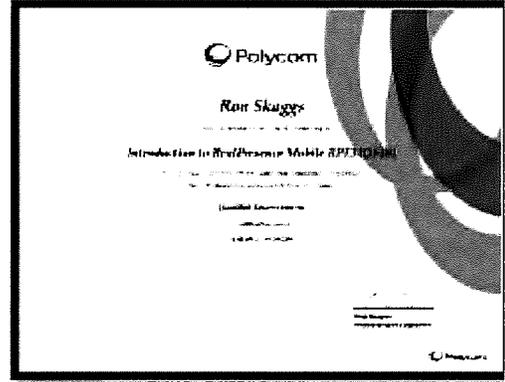
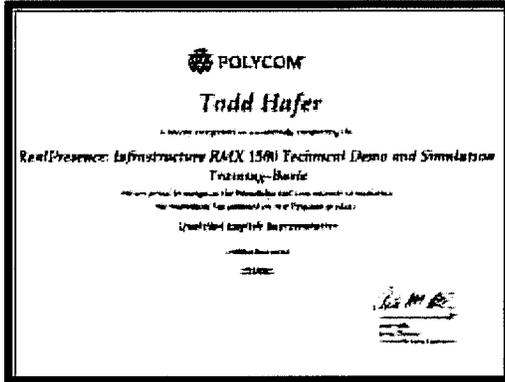
AUDIO VISUAL CERTIFICATIONS



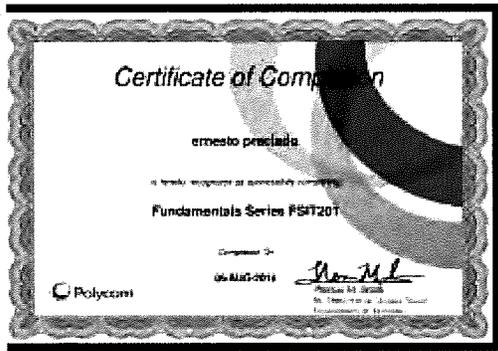
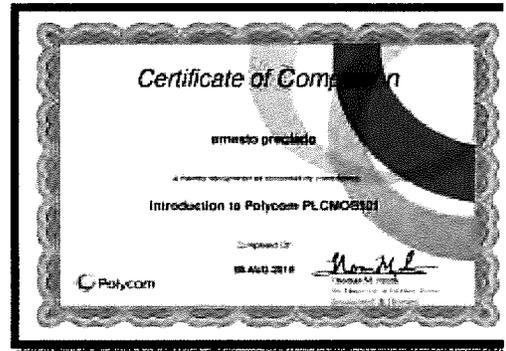
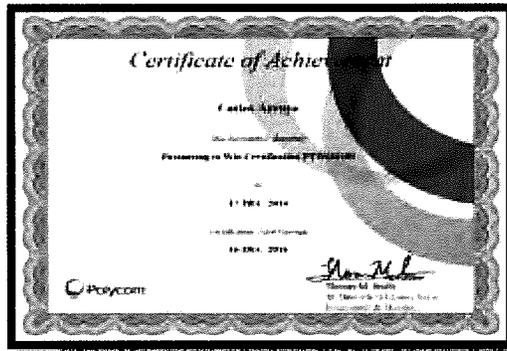
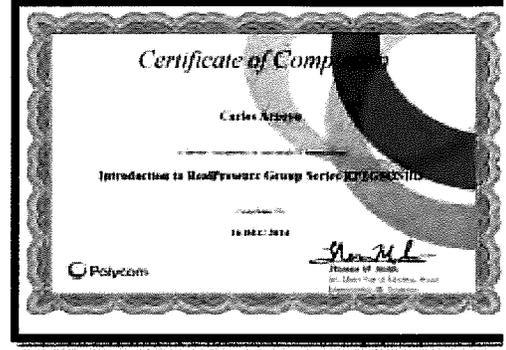
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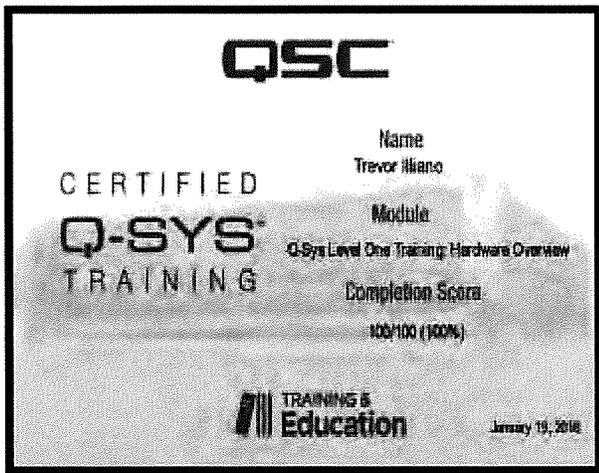
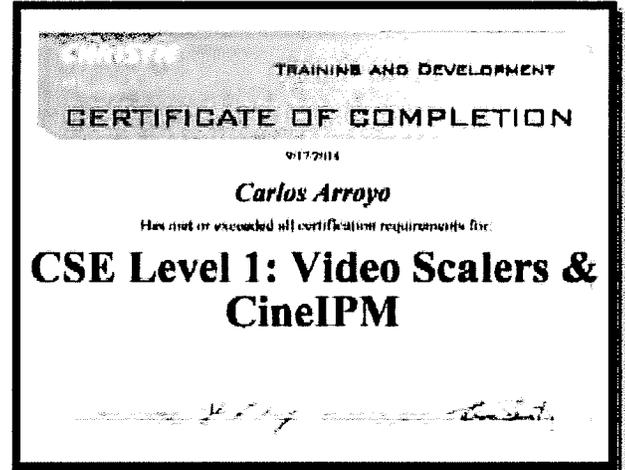
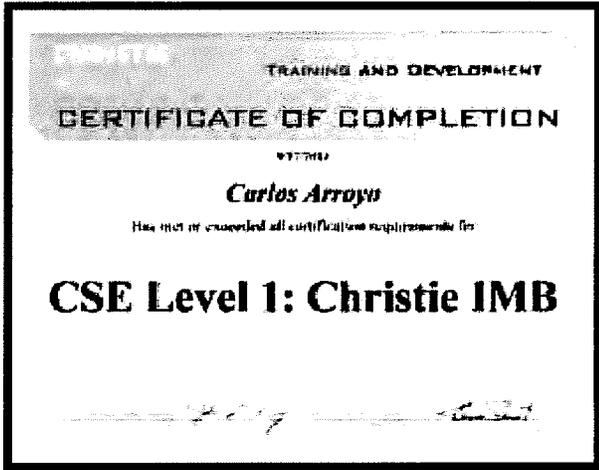
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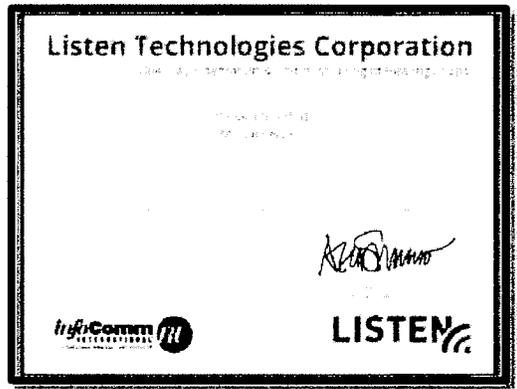
AUDIO VISUAL CERTIFICATIONS



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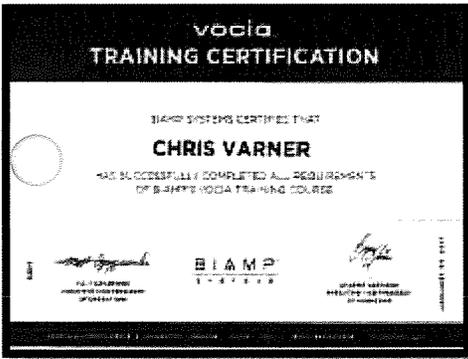
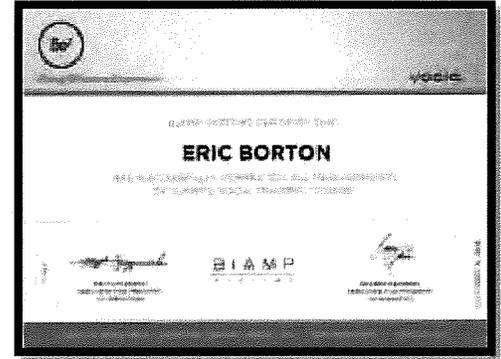
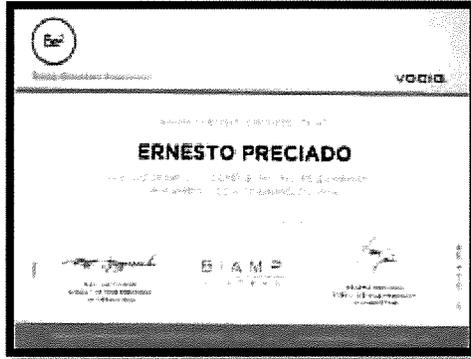
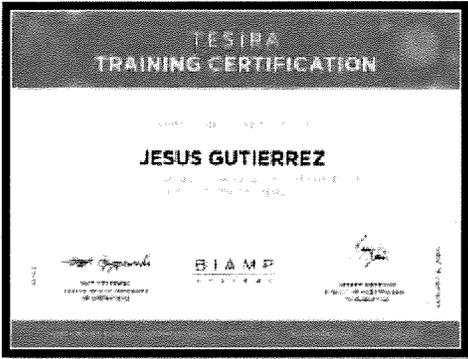
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AUDIO VISUAL CERTIFICATIONS





TAB FIVE

- Experience

- Audio Visual Overview
- Audio Visual Project Highlights
- Sample Screen Shots
- Audio Visual Project Experience

Audio Visual

- Huddle Spaces
- Training Rooms
- Telepresence
- Corporate Boardrooms
- Network Operating Centers
- Presentation & Performance Venues

Video Systems

- Matrix Video Walls
- Digital Signage

Audio Systems

- Background Music/Paging Systems
- Sound Masking
- Voice Lift

Worked Systems

- VoIP Conferencing
- AV Collaboration
- Room Schedulers
- Asset Tracking

Other Services

- AV Design Consulting
- Sound System Commissioning & Calibration
- Digital Signage Content Development

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Information Technology Solutions That Work For Your Business.

From boardrooms and conference rooms to classrooms and lobbies, you want to integrate emerging audio/visual technologies and you expect them to work flawlessly.

IES Commercial, Inc. specializes in the design and installation of cutting-edge audio/visual systems, including HD video distribution, conferencing systems, background music, paging systems, video walls, digital signage and high-end custom control systems. Room scheduling and remote asset management can save you time and money while managing your AV systems across large corporate buildings or campuses.

From simple product replacements to design and installation of complete integrated state-of-the-art systems, we have the capabilities, experience and expertise to meet our customers' audio/visual needs nationwide. We provide consulting to determine your requirements and develop a custom solution that aligns with your business needs.

To ensure flawless installation and implementation, our audio/visual team is certified through Crestron, AMX, Extron, BiAmp, Cisco, and Polycom.



Audio Visual

- AMX
- Crestron
- Extron

- Epson
- LG
- NEC
- Panasonic
- Sharp

• Video Processing / Conferencing Equipment

- BiAmp
- Bose Control Space
- Cisco
- LifeSize
- Polycom

• Speakers

- Bose
- JBL
- Tannoy

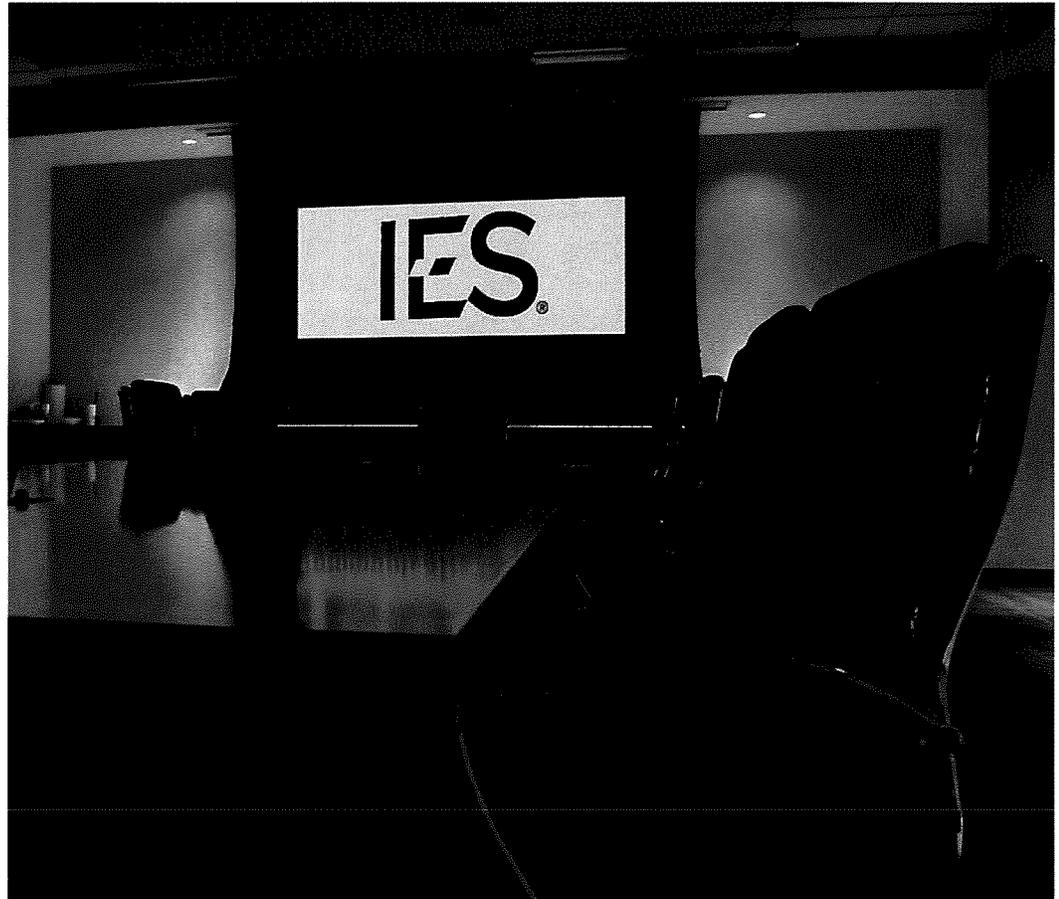
• Video / Cabling

- APC
- Belden
- Covid
- Liberty
- Middle Atlantic

• Spinetix



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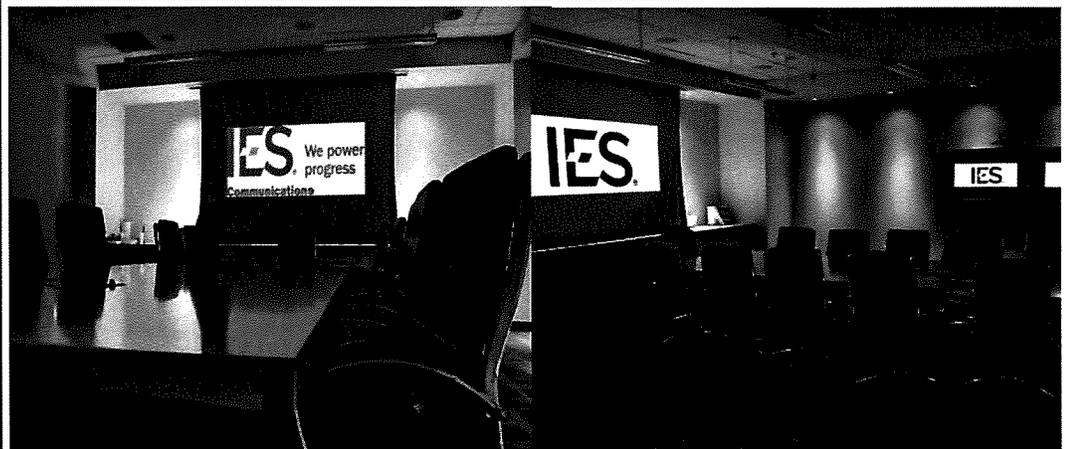
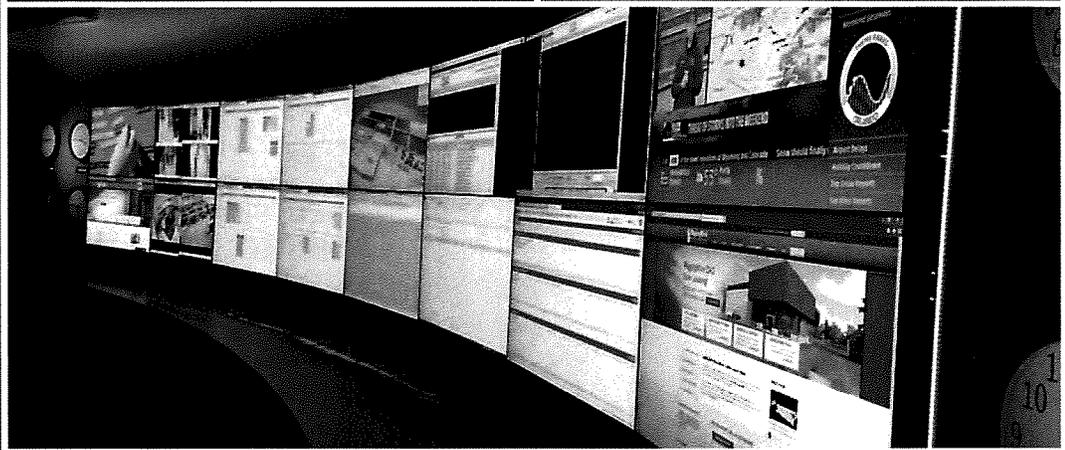
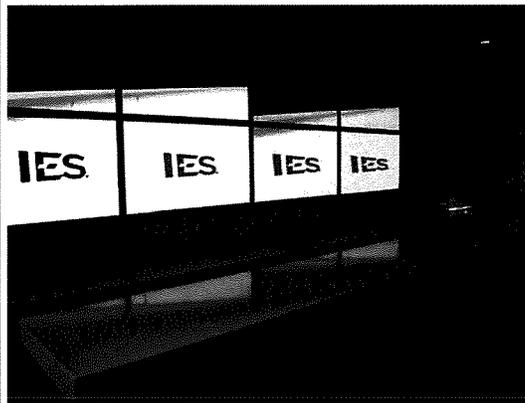
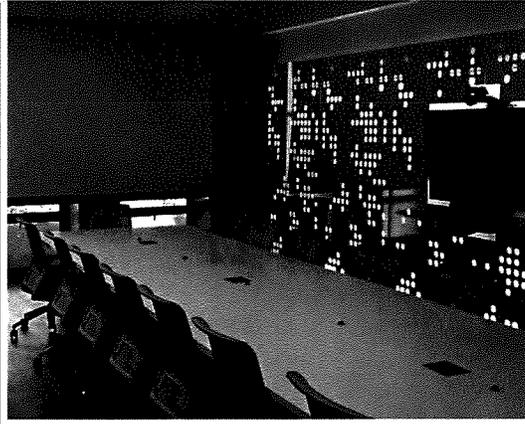


National Audio Visual Team

IES' National Audio Visual team is made up of industry certified programmers, engineers, and technicians. We pride ourselves on unquestionable quality in everything from system design and installation to project management, programming and training. Through a rigorous internal quality audit process we are able to maintain and guarantee this exceptional level of service. Our attention to detail in aesthetics, communication, function, and project processes shows through in every project we touch.

In a retail environment extra attention must be put on aesthetics; a precise and clean installation creates an environment where audio and video is experienced without distracting from the products being showcased. The control of a retail space must be equally simple and concise; ensuring a consistent retail experience for patrons between all retail spaces. We understand that the integration, design and product selection of a retail audio visual system must create an atmosphere that is exciting, fresh and representative of the client's brand.

Audio Visual



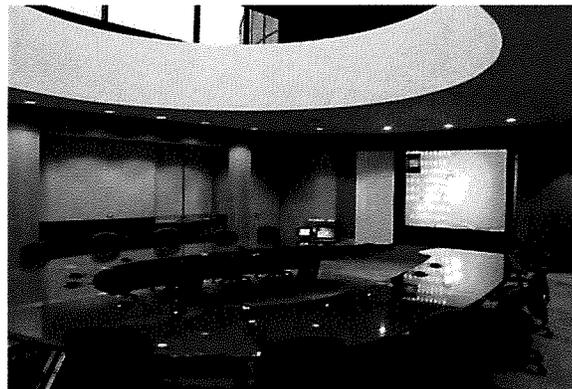
Project Highlight

State Farm Insurance

Location:
Phoenix, AZ
Tacoma, WA

Project Date:
06/2013—11/2013

Project Cost:
\$4,000,000



Project Highlight—State Farm Insurance

IES was selected to install the telecommunications (voice/data and wireless) network cabling infrastructure for several of State Farm's new and upgrade campus projects in Phoenix, Arizona. We were also awarded the audio visual scopes for several projects in Phoenix, Arizona and for a large high-rise facility in Tacoma, Washington.

These fast-track projects included installing a new fiber optic and copper infrastructure, complete audio visual package to support over 26 training rooms, and various other amenity rooms on their campuses.

IES continues to provide audio visual service support as needed to State Farm Insurance.



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Project Highlight

State Farm Insurance Discovery Project

Location:
Phoenix, AZ
Atlanta, GA

Project Dates:
11/2013—06/2014

Project Cost:
\$1,800,000



Project Highlight—State Farm Insurance Discovery Project

IES installed both the training room and the conference room audio visual systems for the State Farm Discovery Project in both the Phoenix, Arizona and the Atlanta, Georgia facilities.

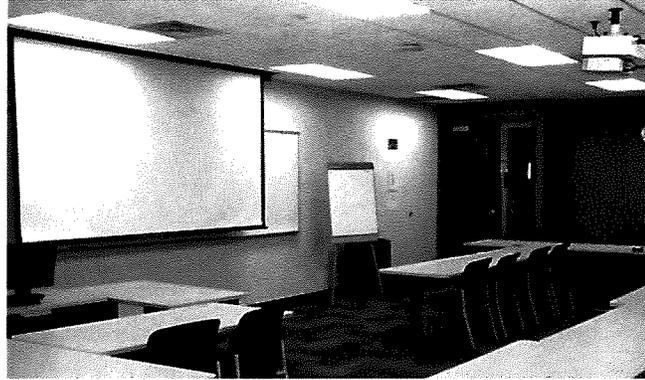
Both were completed with full automation controls with Crestron systems, TV distribution with ZeeVee headends, and distributed paging and background music systems.

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Project Highlight

Apollo
Group
University
of Phoenix



Project Highlight—Apollo Group/ University of Phoenix

IES installed front projection systems with 4.3" Crestron touch panels in fifty classrooms to control each classroom. Digital signage throughout was accomplished with a centralized digital media HDMI transmission system to 28 display locations with overhead speakers. The digital signage systems are controlled by a 15" Crestron touch panel, located in an equipment rack and custom web page. Three 16x16 digital media switchers were used.

Front projection systems were also installed in twelve conference rooms, as well as the fitness center with distributed audio, and multiple displays for viewing and for listening to during workouts.

Also, a nursing lab was equipped with a camera and microphones for viewing and listening to mock patients while being monitored and recorded from central nurses stations.

Location:
Tempe, AZ

Project date:
2012

Project Cost:
\$750,000

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Project Highlight

Verenium

Location:
San Diego, CA

Project date:
2012

Project Cost:
\$300,000



Project Highlight—Verenium

IES has completed the Audio Visual design installations of multiple conference rooms, with features that range from displaying a laptop with HDMI or VGA capabilities to a large flat panel display to fully-controlled video conference rooms with multiple displays.

The Polycom HDX video conferencing allows participants to be viewed on one display, while the other shows laptop content.

Digital signage in the lobby welcomes visitors across a three display video wall, with content that is synced between the displays.

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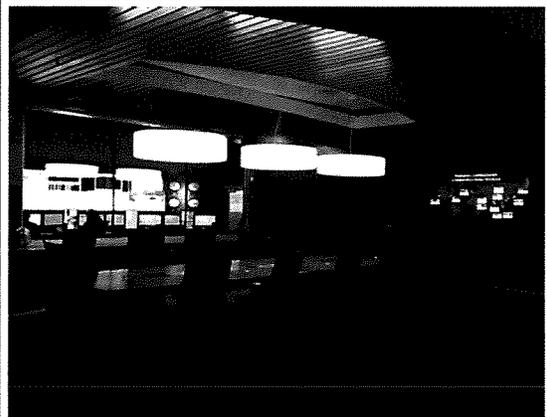
Project Highlight

RagingWire

Sacramento, CA

Project date:
April 2015

Project Cost:
\$200,000



Project Highlight—RagingWire

RagingWire's West coast data center in Sacramento, California called "The RockSM" is the largest data center in the state of California and needed a NOC AV solution that matched the high-tech atmosphere of their datacenter. IES designed a video wall solution to allow them to monitor their day-to-day operations while matching form and function of the room. This showpiece NOC integrates with a boardroom that allows clients to view the room through a bordering window that provides physical separation from the high-tech space.

Using a custom programmed Crestron 10" touch panel, sales personnel can route any NOC video source to the boardroom's 90" LCD display. Other system features include VoIP conference dialing, wireless video collaboration, internet audio streaming, voice lift using wireless microphones, and control of customer's nLight lighting system. Blue LED strips were added behind the video wall to create depth of field, reduce eye fatigue and add that extra wow factor.

Equipment used in this solution includes a 2x8 Planar Clarity Matrix video wall system with off-board electronics, Crestron Digital Media switching distribution system, Biamp TesiraForte VoIP conferencing, and Clockaudio through-table boundary layer microphones featuring HJA Hushbutton LED rings for mute status and touch control.

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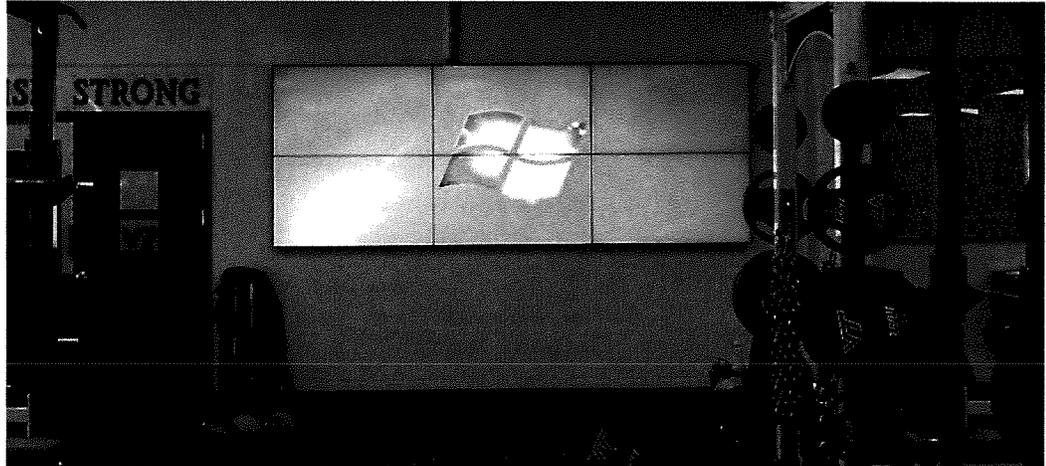
Project Highlight

Virginia Tech Planar Video Wall

Location:
Blacksburg, VA

Project date:
2014

Project Cost:
\$55,000



Project Highlight—Virginia Tech Planar Video Wall

As with any nationally recognized NCAA D-I football program, Virginia Tech takes great pride in its weight room and workout facilities. They also realize when recruiting some of the top high school athletes in the country that first impressions and even "technology" can be crucial.

The goal for Virginia Tech's Associate Athletics Director for Athletic Performance was to find a way to incorporate technology and video into a facility with very limited wall space.

IES replaced a large old-style bulletin board with interchangeable letters and sliding glass doors that had been used for years to honor and remember the accomplishments of players (past and present) by displaying weight room lifting records with a Planar Video Wall solution.

In addition to updating the weight room lifting data within seconds, Virginia Tech's coaching staff can create and display team announcements, post schedules, customize special presentations and football video highlights for recruiting events, or even watch ESPN, all in HD quality, and right from the computer.

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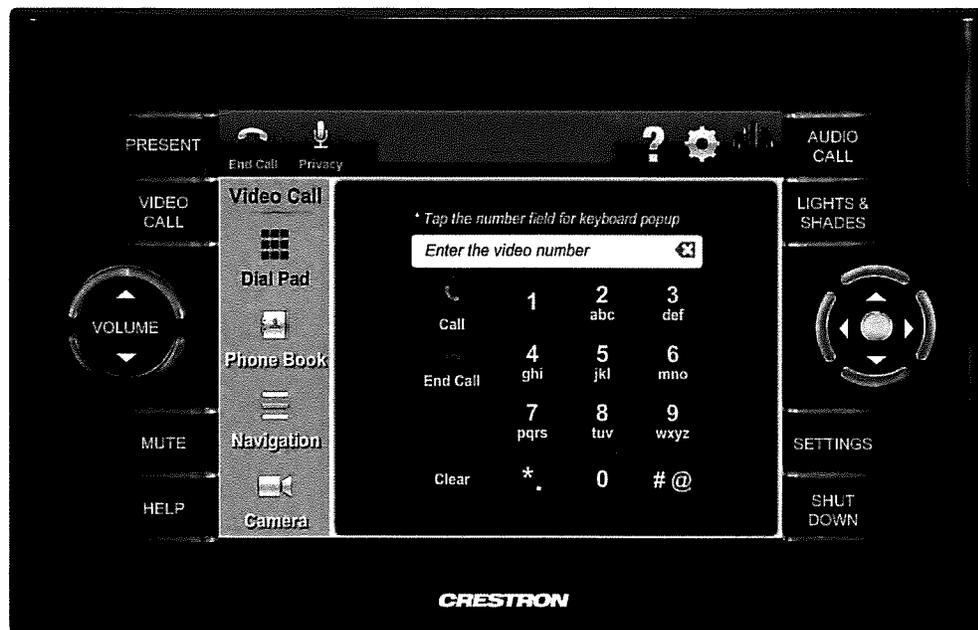
SAMPLE SCREEN SHOTS

These layouts are one example of IES providing an improved and simplified user interface. The client needed the layout and hardware to conform to existing standards. Through the use of icons and a clear definition of functionality, our touch panel designs help users to intuitively interact with the AV equipment and fully utilize the available technology.

Presentation



Video Call





Audio Visual Project Experience

Client Name:	Bank of America / Verizon		
Location:	National		
Project Description:	IES does all of the new branch build and branch retrofit projects for Bank of America across the US as part of the Verizon Business team. The work is comprised of all the voice/data, wireless, security and AV connections for the entire branch. We also support roll-outs of new technology across the US, and in selected geographies, we support large projects and MAC works in partnership with HP.		
Project Value:	\$12,000,000 (Aggregate)	Project Dates:	May 2003 - Ongoing

Client Name:	Fort Bliss Replacement Hospital		
Location:	Fort Bliss, TX		
Project Description:	IES is providing an integrated AV system consisting of 70 video teleconference systems, IP audio visual systems for training and conference rooms, IPTV to all patient rooms and public address throughout 8 buildings on campus.		
Project Value:	\$3,398,000	Project Dates:	May 2015 - November 2016

Client Name:	CyrusOne		
Location:	Chandler, AZ and Cincinnati, OH and Dallas, TX and Houston, TX		
Project Description:	IES provided the data center structured cabling scope of work for all systems, MMR build out, AV design and construction. IES provides ongoing support for the Chandler, AZ Data Hall Three.		
Project Value:	\$3,300,000+	Project Dates:	January 2013 - Ongoing

Client Name:	Tachi Palace Hotel & Casino		
Location:	Lemoore, CA		
Project Description:	IES installed over 1,000 Pelco cameras throughout the new hotel and casino expansion. This project included installation of a new card access system, installation of a redundant fiber optic infrastructure, build-out of a new surveillance node to support the new casino, installation of all of the AV systems, and installation of all of the copper infrastructure to support all of the different low-voltage systems.		
Project Value:	\$3,250,000	Project Dates:	January 2008 - July 2008



Audio Visual Project Experience

Client Name:	Dart Neuroscience		
Location:	San Diego, CA		
Project Description:	IES was contracted to perform the low voltage installation for network infrastructure, CCTV, access control, and audio visual. The installation consisted of over 2,000 category 6A cables, 9 IDF rooms, copper backbone, and fiber backbone to support the systems. IES was also contracted to perform the installation of the cellular DAS system. The system was a Corning Mobile Access Solution; which consisted of 30 antennas, splitters and couplers.		
Project Value:	\$3,000,000	Project Dates:	January 2014

Client Name:	University of New Mexico - Sandoval Regional Medical Center (Kitchell Construction)		
Location:	Rio Rancho, NM		
Project Description:	IES was the complete "systems" contractor for this brand-new, privately-funded facility. The telecom system included 11 closets, 1,125,000ft of cable, 4,500+ drops, 1 data center, over 600 strands of both SM and MM fiber, full redundancy for backbone. The TV system included 125 TV's, intercom with 220 total speakers, and an IP system. The project also included CCTV, 200+ POE cameras which was an all-inclusive design and install by IES with detailed customer training. The video intercom system included 5 master stations and 6 door stations, nurse call 80+ bed stations, 8 nurses stations with integration to phones and patient registration. The fire alarm system included - 1,401 devices, 3 panels, 3 annunciators, 20 BPS - also 100% design build. IES also installed all fiber and cabling for the DAS system and mounted the antennas.		
Project Value:	\$3,100,000	Project Dates:	January 2011 - July 2013

Client Name:	Dart Neuroscience		
Location:	San Diego, CA		
Project Description:	IES was responsible for all of the structured cabling and data center requirements for Dart Neuroscience's new 200,000-square-foot facility. This included installation of the Systimax (MVision) solution which is CommScope's end-to-end intelligent patching solution. In addition to the structured cabling and data center requirements, IES was also awarded the audio visual and security requirements for the project.		
Project Value:	\$2,000,000	Project Dates:	May 2013 - Ongoing



Audio Visual Project Experience

Client Name:	State Farm - Discovery		
Location:	Phoenix, AZ and Atlanta, GA		
Project Description:	IES was selected to install the telecommunications (voice/data and wireless) network cabling infrastructure and audio visual scopes for several of State Farm's new and upgraded campus projects. These systems were complete with full-automation control with Crestron systems. IES also provided TV distribution with ZeeVee headends, distributed paging and background music		
Project Value:	\$1,800,000	Project Dates:	November 2013 - June 2014

Client Name:	State Farm		
Location:	Tacoma, WA		
Project Description:	IES was selected to install the telecommunications (voice/data and wireless) network cabling infrastructure and audio visual scopes for several of State Farm's new and upgraded campus projects. These systems were complete with full-automation control with Crestron systems. IES also provided TV distribution with ZeeVee headends, distributed paging and background music systems. These fast-track projects included installing new fiber optic and copper infrastructure as well as a complete audio visual package to support over 26 training rooms and various other amenity rooms on their campuses. IES continues to provide audio visual service support as needed to State Farm Insurance.		
Project Value:	\$1,700,000	Project Dates:	July 2013 - December 2013

Client Name:	USAA		
Location:	Tempe, AZ		
Project Description:	IES designed, furnished, and installed all of the cabling, controls/low voltage audio visual cable, wire and related connections in order to provide a complete and fully functional audio visual system that included the following: 12 - 70" Sharp displays, 9 - 46" NEC displays, 16 Christy projectors, 14 DSP's, 10 Crestron scalars, 8 PolyCom (sound structure) video conference rooms, and 24 Crestron transmitters, with 15 - 7" Crestron TSW-750 touch panels, 8 - 123" fixed Draper projector screens, and 8 - 137" Powered projector screens. The project included 8 large conference rooms, 2 medium conference rooms, 9 campsites, 5 training rooms, and a split/combined training room.		
Project Value:	\$1,600,000	Project Dates:	February 2014 - November 2014



Audio Visual Project Experience

Client Name:	Fred W. Smith Library for the Study of George Washington		
Location:	Mt. Vernon, VA		
Project Description:	<p>IES was engaged to integrate the audio visual systems. Upon evaluation of the original specification, concerns quickly mounted that recent technological advances exposed limitations of the overall solution. These concerns included present-day performance and flexibility, as well as future scalability. To accommodate more flexibility, IES recommended switching to a Dante network, with Dante-enabled Symetrix SymNet EDGE gear to handle multichannel digital signal processing network-wide. The network was configured with plenty of horsepower to extend audio transport to the furthest reaches of the building. The simplicity of the architecture allowed us to centralize all of the audio and video into a single rack, and then extend the reach to remote areas without struggle. On the video side, IES also upgraded the system to a more comprehensive Crestron Digital Media solution. The Crestron solution had the dual-benefit of incorporating higher quality HDMI transport while supporting a hybrid architecture of both analog and digital technologies.</p>		
Project Value:	\$1,500,000	Project Dates:	January 2013 - October 2013

Client Name:	Sony Corporation of America		
Location:	Various Sites		
Project Description:	<p>IES designed and installed structured cabling systems for Sony Corporation of America. These installations have been performed on a local and national scale. The latest store designs and installations included over 200 Category 6 cables, 25 camera system, and fully-integrated AV systems at more than 5 stores. Other installations include local projects in the San Diego area.</p>		
Project Value:	\$1,250,000	Project Dates:	May 2010 - Ongoing

Client Name:	State Farm – Gateway / PIMS / Sunland Buildings		
Location:	Phoenix, AZ		
Project Description:	<p>IES was selected to install the telecommunications (voice/data and wireless) network cabling infrastructure and audio visual scopes for several of State Farm's new and upgraded campus projects. These systems were complete with full-automation control with Crestron systems. IES also provided TV distribution with ZeeVee headends, distributed paging and background music systems. These fast-track projects included installing new fiber optic and copper infrastructure as well as a complete audio visual package to support over 26 training rooms and various other amenity rooms on their campuses. IES continues to provide audio visual service support as needed to State Farm Insurance.</p>		
Project Value:	\$1,200,000	Project Dates:	February 2013 - June 2013



Audio Visual Project Experience

Client Name:	The Gap		
Location:	Albuquerque, NM		
Project Description:	IES performed all of the work to complete a tenant improvement project for The GAP at the new Shared Services Center housing around 400 employees. Our scopes included Voice/Data, Security/CCTV, Access Controls, and AV for The GAP's 70,000+ sq. ft. offices. IES provided rack and stack services, as well as demo of the old facility.		
Project Value:	\$1,200,000	Project Dates:	August 2014 - April 2015

Client Name:	Apollo Group - University of Phoenix		
Location:	Tempe, AZ		
Project Description:	IES installed 4.3" Crestron touch-panels with front projection in 50 classrooms, supplied the fitness center with distributed audio, multiple displays, speech reinforcement, and multiple Crestron touch-panels, centralized Digital Media HDMI transmission system to 28 display locations with overhead speakers. The system was controlled by a 15" Creston touch-panel, located in the equipment rack, and custom web page. Three 16x16 digital media switchers were used. IES also installed front projection systems in 12 conference rooms.		
Project Value:	\$750,000	Project Dates:	February 2012

Client Name:	DART Neurosciences		
Location:	San Diego, CA		
Project Description:	IES provided multi-use video teleconferencing and presentation systems in conference rooms, a 500-seat auditorium, dual 250-seat multi-purpose rooms including HD recording, TV distribution and modulation.		
Project Value:	\$620,000	Project Dates:	2014

Client Name:	University of Maryland - Baltimore Campus Center		
Location:	Baltimore, MD		
Project Description:	IES installed the audio visual systems for this multi-purpose facility including several large and small meeting rooms and athletic facilities including swimming, workout rooms and multi-section gymnasium.		
Project Value:	\$550,000	Project Dates:	December 2008 - September 2010



Audio Visual Project Experience

Client Name:	Dumas Center		
Location:	Roanoke, VA		
Project Description:	IES provided a full-scale production theatre with sound, lighting and video as well as a taping system.		
Project Value:	\$400,000	Project Dates:	March 2005 - April 2005

Client Name:	Franklin Heights Baptist Church		
Location:	Rocky Mount, VA		
Project Description:	IES provided a complete church sound, lighting and video system. This included an Electrovoice sound system with IRIS controlled amplifiers and dual 9x12 rear projection video system. This system was featured in an article in Technology for Worship magazine.		
Project Value:	\$381,000	Project Dates:	November 2004 - May 2006

Client Name:	Virginia Tech - West Side Line Expansion		
Location:	Blacksburg, VA		
Project Description:	IES installed Crestron control and audio systems to control the President's Club, Media Suites and all Clubs levels including the inside stadium seating which was designed to simulate being in an outside stadium. IES also installed all cabling for the Television Network production throughout the stadium.		
Project Value:	\$350,000	Project Dates:	July 2004 - September 2006

Client Name:	Patrick Henry High School		
Location:	Roanoke, VA		
Project Description:	IES installed the intercom, fire alarm and video surveillance system in the gymnasium and auditorium as well as a forum sound system in the indoor stadium. IES also installed the video Infrastructure for all classrooms as well as the television studio.		
Project Value:	\$300,000	Project Dates:	February 2007 - October 2008



Audio Visual Project Experience

Client Name:	Verenium		
Location:	San Diego, CA		
Project Description:	IES has completed the design and installation of AV in multiple conference rooms, with features that range from displaying a laptop with HDMI or VGA capabilities, to a large flat panel display, to fully-controlled video conference rooms with multiple displays. Digital signage in the lobby welcomes visitors across a three-display video wall.		
Project Value:	\$295,000	Project Dates:	March 2012

Client Name:	Samsung		
Location:	Austin, TX and San Francisco, CA		
Project Description:	IES has provided the audio visual needs at multiple Samsung Facilities. Advanced video conferencing systems were installed at each site to create easy communication and link to other facilities worldwide.		
Project Value:	\$250,000	Project Dates:	January 2012

Client Name:	Specific Media / Myspace		
Location:	Los Angeles, CA		
Project Description:	IES furnished and installed the audio visual systems, structured cabling system, CCTV system, and access control systems for the new office relocation from Beverly Hills to LA. Services provided include design and CAD renderings for all systems, installation of an enterprise data center and NOC with video wall, multiple conference rooms with video conferencing, integrated CCTV, an access control system, and complete data network inclusive of UPS and PDU's. The facility supports 100+ employees.		
Project Value:	\$242,000	Project Dates:	May 2014

Client Name:	Hotel Roanoke		
Location:	Roanoke, VA		
Project Description:	IES provided a main PA system of Bose Modular Line Array loudspeakers for larger applications driven by Bose Match PM8500N Dante-enabled amps, plus several distributed systems which were also controlled via Dante (including Shure digital wireless mics and a 2X2 Stewart mixer). Dante ties the multiple racks together, feeds all the amplifiers, and directs the wireless microphones to remote locations.		
Project Value:	\$200,000	Project Dates:	February 2015



Audio Visual Project Experience

Client Name:	Virginia Tech Football Locker Room		
Location:	Blacksburg, VA		
Project Description:	IES installed a full Crestron Digital Media Entertainment System including 40 televisions capable of up to 12 different types of media.		
Project Value:	\$200,000	Project Dates:	June 2010 - December 2010

Client Name:	California Bank & Trust		
Location:	Multiple Sites		
Project Description:	IES has provided the audio visual needs of many of California Bank & Trust locations including Pasadena, Downtown Los Angeles, La Jolla, and San Diego. In the Pasadena location, AV design and installation accommodated the large conference room, break room and client lobby area with three LED LCD wall displays, equipment racks, flat screen ceiling speakers, Blu-ray players, wireless touch panels and room control processors.		
Project Value:	\$150,000	Project Dates:	July 2011 - August 2011

Client Name:	Breg Medical		
Location:	Carlsbad, CA		
Project Description:	IES has completed the original relocation of the existing AV system from the old facility to the new one. The project consisted of installing 6 AV conference rooms within the new facility with flat screens, projectors and audio systems. IES designed and installed a 16-camera system that integrated with an existing analog system. IES provided and installed an Avigilon Server and encoders for existing equipment.		
Project Value:	\$145,000	Project Dates:	November 2011 - January 2012

Client Name:	Deutsch LA		
Location:	Los Angeles, CA		
Project Description:	IES designed and installed four Creston Digital Media conference rooms and a group common area 7.2 surround sound system. The Boardroom boasted an 85" hi-definition plasma display, Blu-ray disk player, DirecTV satellite, Sony Play Station, and both digital and analog connections from the conference table. All components of this AV system were controlled via a 9" hi-definition touch panel user interface.		
Project Value:	\$135,000	Project Dates:	August 2011 - December 2011



Audio Visual Project Experience

Client Name:	City Market Building Auditorium/Ballroom		
Location:	Roanoke, VA		
Project Description:	IES provided audio, video, control, and dimming systems in the renovated auditorium/ballroom featuring Bose, Crestron, Extron and DPI.		
Project Value:	\$120,000	Project Dates:	May 2011 - September 2011

Client Name:	Volvo Truck Plant		
Location:	Dublin, VA		
Project Description:	IES provided audio, video, and control systems in Customer Review Room, training room, and plant-wide meeting area featuring Bose, Crestron and Mitsubishi.		
Project Value:	\$110,000	Project Dates:	October 2011 - April 2012

Client Name:	Dignity Health		
Location:	Phoenix, AZ		
Project Description:	IES furnished and installed the audio visual systems and overhead paging system for a 2-story call center office space. IES designed and installed the audio visual system for the multi-purpose/training room, a second training room, a common meeting/open-area space. Each room contained a ceiling-mounted projector, recessed electric screen, wireless microphone system, 2-way presentation ceiling speakers and Crestron digital media room controller. Additionally, IES provided 2 mobile AV carts equipped with a portable screen and a 4000-lumen projector. A Bogen overhead paging system was installed throughout the facility on both floors with 4 zones.		
Project Value:	\$105,000	Project Dates:	2012 - 2013

Client Name:	Peoria Unified School District		
Location:	Peoria, AZ - all K-12 Schools		
Project Description:	IES provided services to install, terminate, and test category 5E, 6 and fiber optics cables at many of the schools throughout the district. Also, IES helped service and install audio visual equipment.		
Project Value:	\$85,000	Project Dates:	June 2006 - October 2007



Audio Visual Project Experience

Client Name:	Harbor of Hope Pentecostal Holiness Church		
Location:	Christiansburg, VA		
Project Description:	IES provided a complete sound, lighting and video system including a complete Electrovoice sound system with IRIS controlled amplifiers.		
Project Value:	\$75,000	Project Dates:	February 2005 - August 2005

Client Name:	British Petroleum		
Location:	San Diego, CA		
Project Description:	IES designed and installed the audio visual system for the training room, which included ceiling projectors, flat field ceiling speakers, touch panels, ceiling-hung conferencing microphones, two 55" LED LCD displays and Blu-ray player and cameras.		
Project Value:	\$72,500	Project Dates:	July 2011 - September 2011

Client Name:	St. Leo Catholic Church		
Location:	Winston Salem, NC		
Project Description:	IES provided a completely new sound system for the Sanctuary.		
Project Value:	\$25,000	Project Dates:	November 2012 - December 2012

Client Name:	Breg Medical		
Location:	Riverside, CA		
Project Description:	IES has completed the original relocation of the existing AV system from the old facility to the new one. The project consisted of installing 6 AV conference rooms within the new facility with flat screens, projectors and audio systems. IES designed and installed a 16-camera system that integrated with an existing analog system. IES provided and installed an Avigilon Server and encoders for existing equipment.		
Project Value:	\$16,000	Project Dates:	November 2011 - January 2012



Audio Visual Project Experience

Client Name:	Cox Communications		
Location:	San Diego, CA		
Project Description:	IES provided screen installation and works closely with Cox Communications on all current AV needs.		
Project Value:	\$10,000	Project Dates:	July 2011

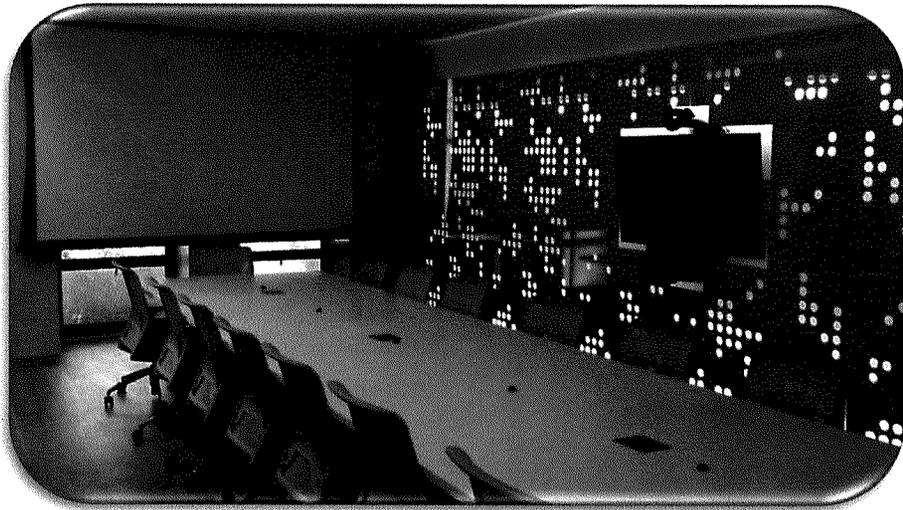
TAB SIX

- Documentation

- Project Photos
- Certificate of Insurance
- IES Warranty
- Contractor's License - California

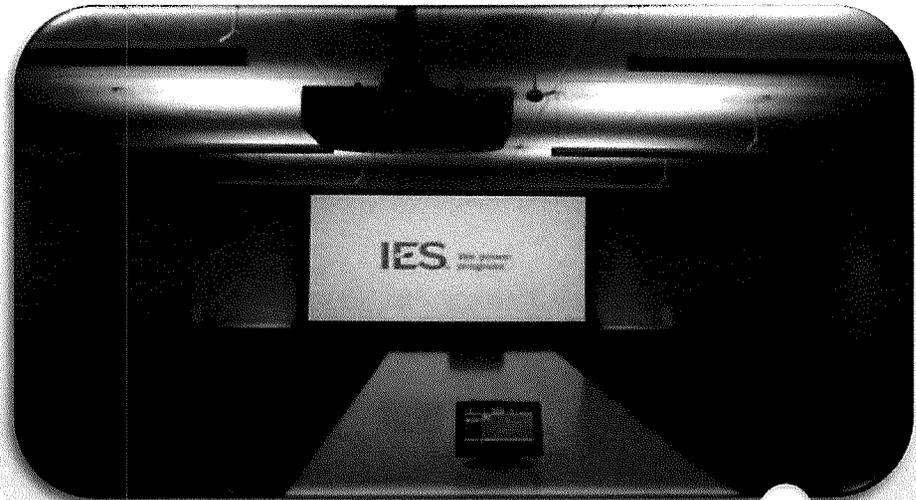
IES.

www.iescomm.com



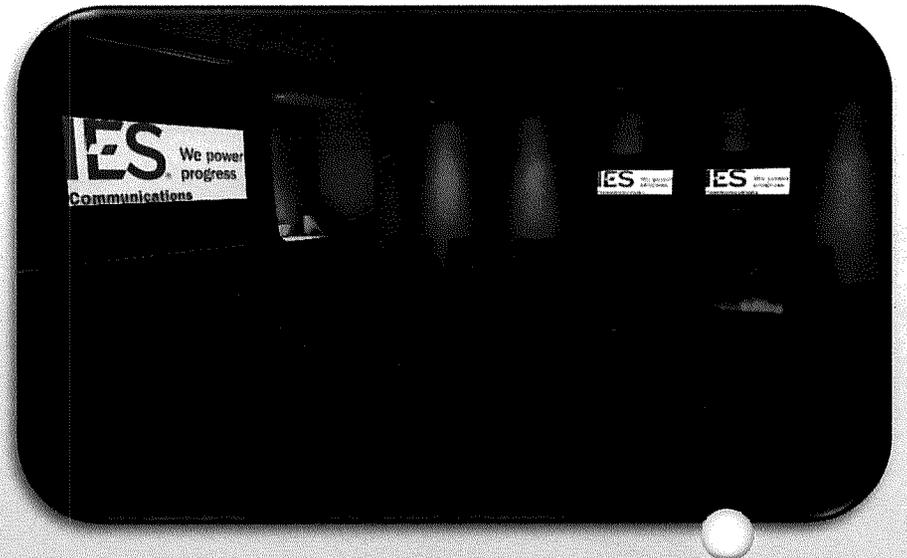
IES[®]

Communications



IES[®]

Communications



Turn On Display

AV Selection

PC

DVD / VCR

Cable TV

Conference

Phone

Other Controls

Screen

Telephone

(***)*_*_*_*_*

1	2	3	Bckspc
4	5	6	Clear
7	8	9	
*	0	#	

Answer Hangup

Dial Redial

Volume

Mute All

Mute Mics

bp

(858)210-4900

State Farm Present Audio Conference Exit System

Left Projector: Laptop 2 Right Projector: Blu-ray

Room Volume

MUTE

Link

Laptop 1

Laptop 2

Blu-ray

Blu-ray (Audio only)

Tools

Top Menu Home

Popup Menu OSD

Return Repeat

Subtitle Setup

CALIFORNIA BANK TRUST (949)251-7...

System On

(123)456-7890

1	2	3	Dial	Mute Mics	
4	5	6	Delete	Clear	Flash
7	8	9	Answer	Intercall	
*	0	#			

Speaker Volume

Mute All

*3-Way call: During call press Flash. Dial 2nd number, press Flash to conference

System Off

Computer

Cable TV

Blu-ray

PRESENT

VIDEO CALL

Video Call

Dial Pad

Phone Book

Navigation

Camera

Enter the video number

1	2 abc	3 def
4 ghi	5 jkl	6 mno
7 pqrs	8 tuv	9 wxyz
Clear *	0	# @

CRESTRON

Audio Visual Warranty

Standard Warranty: IES Commercial warrants the Audio Visual System furnished to be free from defects in workmanship (i.e. cables, connections, structures) failure for a period of 90 days from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to IES Commercial by the Owner or their agent.

Manufacturer's equipment warranties are of varying lengths (usually 1-3 years). IES Commercial will warranty this equipment for the term established by the manufacturer on a depot basis only. Deliver warranty repair equipment to IES Commercial, Attention: Service Department. Please include a copy of this form with each piece of equipment.

Warranty does not apply to any product that has been subject to misuse, neglect, accident or operational error.

Optional One Year Service Contracts are available.

Notes

- All work is scheduled for regular business hours unless otherwise noted. There is an additional charge for work scheduled on nights or weekends.
- Technicians must have free and clear access to all areas being cabled.
- Adequate conduit space required for all AV cabling.
- All electrical is provided and installed by other.
- Any changes to the scope of work must be submitted in writing prior to the work being performed.
- Permits, if required, are included.
- Proposal is valid for a period of 15 days from dated.

Price

The total lump sum for the proposal includes all tax, material, labor equipment, supplies, and misc. expenses. Excluded from the proposal are any adds, moves, or changes during project, which will be billed separate from original proposal. Progress billing will be in effect. A 50% deposit is required upon equipment arriving on customer site.

*IES Commercial, Inc., Communications Division
2810 S. Roosevelt Street, Tempe, AZ 85282
480-379-6200 * www.iescomm.com*

CONTRACTOR'S LICENSE – STATE OF CALIFORNIA



State Of California
CONTRACTORS STATE LICENSE BOARD
ACTIVE LICENSE



License Number **910798**

Entity **CORP**

Business Name **IES COMMERCIAL INC**

Classification(s) **C10 C-7**

Expiration Date **02/28/2018**

www.cslb.ca.gov



IES.

www.iescomm.com

Next

Bid



SPINITAR
Services. Simplified. Since 1986

16751 Knott Avenue
La Mirada, CA 90638
www.spinitar.com

RFB 7702

OFFEROR: Presentation Products
DBA Spinitar
16751 Knott Ave
La Mirada, CA 90638

County of San Diego
Purchasing and Contracting Dept
5560 Overland Ave Suite 270
San Diego, CA 92123-1204

2016/11/16 AM10:54 29s

#7

A handwritten signature and scribble, possibly initials, located below the circled number #7.

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – P&C 600 FORM**

COUNTY OF SAN DIEGO
SECTION A – P&C 600 FORM

THIS IS NOT AN ORDER

ISSUED: SEPTEMBER 27, 2016

MAIL OR DELIVER TO:

COUNTY OF SAN DIEGO – RFB NO. 7702
DEPARTMENT OF PURCHASING & CONTRACTING
5560 OVERLAND AVENUE, SUITE 270
SAN DIEGO, CA 92123-1204

AWARDS WILL BE MADE TO THE LOWEST RESPONSIVE,
RESPONSIBLE BIDDER BASED ON:

- ALL OR NONE
- EACH LOT
- TOTAL PRICE

UNSPSC COMMODITY CODE: 72100000

FOR INFORMATION, PLEASE CALL:

MARTHA F. TREVEJO, PCO
MARTHA.TREVEJO@SDCOUNTY.CA.GOV

BID OPENING DATE: NOVEMBER 2, 2016

**BIDS MUST BE RECEIVED AT THE ABOVE ADDRESS
PRIOR TO 11:00 A.M. ON DATE OF BID OPENING**

PLEASE STATE YOUR LOWEST PRICE F.O.B. DESTINATION
AND BRAND NAME OR TRADE NAME IF APPLICABLE.

(PLEASE USE A TYPEWRITER OR BLACK INK)
YOUR ENVELOPE MUST INCLUDE RFB NO. 7702

DESCRIPTION

THE COUNTY OF SAN DIEGO (COUNTY), DEPARTMENT OF GENERAL SERVICES HAS A REQUIREMENT FOR AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES, IN ACCORDANCE WITH THE TERMS & CONDITIONS AND THE STATEMENT OF WORK REFLECTED HEREIN.

INITIAL CONTRACT TERM:	JANUARY 1, 2017 THROUGH JUNE 30, 2017
FIRST COUNTY OPTION TERM:	JULY 1, 2017 THROUGH JUNE 30, 2018
SECOND COUNTY OPTION TERM:	JULY 1, 2018 THROUGH JUNE 30, 2019
THIRD COUNTY OPTION TERM:	JULY 1, 2019 THROUGH JUNE 30, 2020
FOURTH COUNTY OPTION TERM:	JULY 1, 2020 THROUGH JUNE 30, 2021

PRICING SUBMITTED IS TO REMAIN FIRM FIXED FOR EACH YEAR IN THE TERM PERIOD IDENTIFIED ABOVE. ALL ITEMS WITHIN EACH TERM PERIOD MUST BE PRICED TO BE CONSIDERED RESPONSIVE.

CONTRACTOR LICENSE NUMBER 783424 C7-Low Voltage

DIR REGISTRATION NUMBER 1000002995

BIDDER ACKNOWLEDGES ADDENDUM NO. 1 2 3 4 5

SUBJECT TO ACCEPTANCE WITHIN 90 DAYS

NAME AND ADDRESS OF BIDDER

Presentation Products, Inc DBA Spinitar
STREET, CITY, STATE, ZIP
16751 Knott Ave, La Mirada, CA 90638

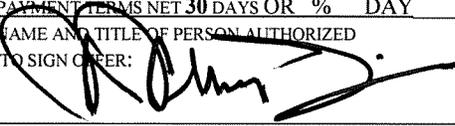
TELEPHONE: NUMBER (714) 367-2900
FAX TELEPHONE: (714) 367-2910

E-MAIL kevina@spinitar.com

PAYMENT TERMS NET 30 DAYS OR % DAY

NAME AND TITLE OF PERSON AUTHORIZED

TO SIGN OFFER:


11/10/16

SIGNATURE

OFFEROR DATE

PRINTED NAME: J. Jeffrey Irvin

PRINTED TITLE: Principal

-----NOTIFICATION OF AWARD-----

ACCEPTANCE AS TO ITEM(S) NUMBERED:

(VC No.)

(THIS SECTION FOR COUNTY USE ONLY)

COUNTY OF SAN DIEGO

By: _____ DATE: _____

JOHN M. PELLEGRINO, DIRECTOR
DEPT OF PURCHASING & CONTRACTING

TOTAL AMOUNT

AWARD NO.

NAME AND TITLE OF CONTRACTING OFFICER

SUBMIT THIS COMPLETED FORM AS PAGE 1 OF THE BID

County of San Diego
Department of Purchasing and Contracting
REPRESENTATIONS AND CERTIFICATIONS

The following representations and certifications are to be completed, signed and returned with the offer (the term "offer" includes bids, proposals, quotes or any other submission to provide goods and/or services).

1. BUSINESS TYPE

For-profit Non-profit Government

Attach proof of status for Non-profit.

2. INTERLOCKING DIRECTORATE

In accordance with Board of Supervisors Policy A-79, if Offeror is a non-profit as indicated in paragraph 1 above, Offeror is required to identify any related for-profit subcontractors in which an interlocking directorate, management or ownership relationship exists. If Offeror is a non-profit and will be subcontracting with a related for-profit entity, Offeror must list all such entity(ies) on an attached separate sheet, and authorization must be sought from Board of Supervisors. If Offeror is a non-profit and does not submit such a list, Offeror certifies it has no and will not enter into a subcontract relationship with a related for-profit entity.

3. BUSINESS REPRESENTATION

Offeror represents as a part of this offer the following information regarding the ownership, operation, and control of its business:

3.1. Are you a local business with a physical address within the County of San Diego? Yes No

3.2. Are you certified by the State of California as a:

Disabled Veteran Business Enterprise (DVBE)

Certification #: _____

Small Business Enterprise (SBE)

Certification #: _____

3.3. Are you certified by the U.S. Dept Of Veterans' Affairs as:

Veteran Owned Small Business (VOSB)

Certification # _____

Service Disabled Veteran Owned Small Business (SDVOSB)

Certification # _____

3.4. Estimated percentage of work in this offer to be performed or fulfilled locally (within the geographic boundaries of the County of San Diego): 100% %

4. DEBARMENT, SUSPENSION AND RELATED MATTERS

4.1. Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.1.1. Are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

4.1.2. Have within a three (3) year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

4.2. Except as allowed for in Section 4.2.4, Offeror hereby certifies to the best of its knowledge that neither it nor any of its officers:

4.2.1 Are presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in paragraph 4.1.2 of this certification;

4.2.2 Have within a three (3) year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default;

4.2.3 Are presently the target or subject of any investigation, accusation or charges by any federal, state or local law enforcement, licensing or certification body.

4.2.4 If Offeror is unable to certify any of the facts set forth in Sections 4.2.1, 4.2.2 or 4.2.3, it certifies that it has listed on a separate sheet(s) attached to this Representations and Certifications each fact that it cannot certify and the reason it cannot do so. That information must include the specific relevant facts (date(s), contract(s) and individual(s) involved, status of action(s), and any other relevant information) that prevent it from making the requested certifications. The County reserves the right to disqualify an Offeror based upon information disclosed.

4.3 Offeror has a continuing duty to disclose information until contract award/execution and shall report in writing to the County Department of Purchasing and Contracting within five business days of knowing or have any reason to know any change in status as certified in the preceding paragraphs 4.1 and 4.2.

4.4 If Offeror or any of its subcontractors, agents or consultants, have previously contracted with the County to perform related work on this project (e.g. preparing components of the statement of work or plans and specifications for this project), Offeror shall identify those previous agreement(s) and submit that list along with the proposal. Other than as may be submitted on said list, Offeror certifies to the best of its knowledge that it and its proposed subcontractors, agents and consultants have not previously contracted with the County to perform work on or related to this project.

5. CURRENT COST OR PRICING

Offeror certifies to the best of its knowledge that cost and/or pricing data submitted with this offer, or specifically identified by reference if actual submission of the data is impracticable, are accurate, complete, and current as of the date signed below.

6. INDEPENDENT PRICING

Offeror certifies that in relation to this procurement:

6.1. The prices in this offer have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with other offerors, with any competitors, or with any County employee(s) or consultant(s) involved in this or related procurements;

6.2. Unless otherwise required by law, the prices that have been quoted in this offer have not been knowingly disclosed by the Offeror and will not knowingly be disclosed by the Offeror prior to opening, in the case of a bid, or prior to award, in the case of a proposal, directly or indirectly to any other Offeror or to any competitor; and

6.3. No attempt has been made or will be made by the Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.

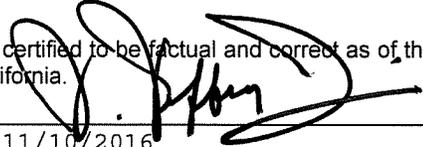
7. TAX INFORMATION

The Offeror understands that prior to receiving a contract award from the County, the Offeror must submit a completed IRS W-9 form to provide a Federal Tax ID number, or if not available, to provide a Social Security Number (SSN).

CERTIFICATION

The information furnished in Paragraphs 1 through 7 and in the accompanying offer is certified to be factual and correct as of the date submitted and this certification is made under penalty of perjury under the laws of the State of California.

Name: J. Jeffrey Irvin

Signature: 

Title: Principal

Date: 11/10/2016

Company/Organization: Presentation Products, Inc DBA Spinitar

SUBMIT THIS FORM AS DIRECTED IN THE REQUEST FOR SOLICITATION DOCUMENTS OR WITH THE OFFER

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
SECTION A – INDEMNIFICATION AGREEMENT

NONDISCLOSURE INDEMNIFICATION AGREEMENT

IF OFFEROR SUBMITS EXHIBIT CONFIDENTIAL/PROPRIETARY, THE FOLLOWING NONDISCLOSURE INDEMNIFICATION AGREEMENT MUST BE COMPLETED, SIGNED AND RETURNED WITH THE OFFER

This indemnification agreement ("Agreement") is made and entered into by and between the County of San Diego ("County") and Offeror Company/Organization Name: Presentation Products, Inc DBA Spinitar ("Offeror") with reference to the following facts:

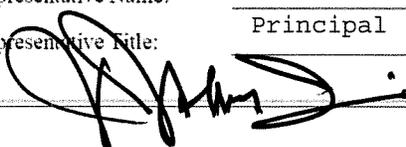
WHEREAS the County may receive a request for disclosure of Offeror's submission under the California Public Records Act, Government Code Section 6250, et seq.; and

WHEREAS, Offeror has included in its submission an exhibit entitled "*EXHIBIT – CONFIDENTIAL/PROPRIETARY*" containing records that Offeror has determined to constitute trade secrets or other proprietary information exempt from disclosure under the California Public Records Act; and

WHEREAS the County requires defense and indemnity from Offeror for the County's ongoing non-disclosure of Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*;

NOW, THEREFORE, for good and valuable consideration and the mutual promises contained herein, the parties agree to the following:

1. The above recitals are incorporated herein by this reference.
2. Except as otherwise provided herein, the County will not release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* based on Offeror's representation that the records contained therein are proprietary and exempt from disclosure under the California Public Records Act and/or are trade secrets as that term is defined in Government Code Section 6250, et seq. Notwithstanding the foregoing, however, the County may release Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY* in the event of any of the following:
 - a. Offeror fails to comply with the terms and conditions of this Agreement; or
 - b. Offeror provides the County with written notice that some or all of the records may be released; or
 - c. A court of competent jurisdiction orders the County to release the records and the County has exhausted or waived its appeal rights.
3. To the fullest extent allowed by law, the County shall not be liable for, and Offeror shall defend and indemnify County and its Board of Supervisors, officers, directors, employees and agents of County (collectively "County Parties"), against any and all claims, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees (whether incurred by County attorneys or attorneys employed by County) and court costs (hereinafter collectively referred to as "Claims"), related to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.
4. Offeror waives any and all claims in law or equity and hereby releases the County Parties from any and all claims, deductibles, self-insured retentions, demands, liability, judgments, awards, fines, mechanics' liens or other liens, labor disputes, losses, damages, expenses, charges or costs of any kind or character, including attorneys' fees and court costs, which arise out of or are in any way connected to Offeror's *EXHIBIT-CONFIDENTIAL/PROPRIETARY*.

TO BE COMPLETED BY AN AUTHORIZED REPRESENTATIVE OF THE OFFEROR	
Offeror Company/Organization Name:	<u>Presentation Products, Inc DBA Spinitar</u>
Authorized Representative Name:	<u>J. Jeffrey Irvin</u>
Authorized Representative Title:	<u>Principal</u>
Signature: 	Date: <u>11/10/2016</u>

SUBMIT THIS COMPLETED FORM AS PAGE 3 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$ 10,366	\$ 62,196
2	General Maintenance and Support for CAC	6	Monthly	\$ 1,116	\$ 6,696
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$ 13,350	\$ 80,100
INITIAL TERM PERIOD – TOTAL PRICE					\$ 148,996

148,992

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 100.00
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FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 11,523	\$ 138,276
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,096	\$ 13,152
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$ 13,905	\$ 166,860
FIRST OPTION PERIOD – TOTAL PRICE					\$ 318,288 193,288

193,288

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 105.00
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SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 13,118	\$ 157,416
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,139	\$ 13,688
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 14,252	\$ 171,024
SECOND OPTION PERIOD – TOTAL PRICE					\$ 342,108

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

342,128

Hourly Rate to Add Future Sites	\$ 108.00
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 14,710	\$ 176,520
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,182	\$ 14,184
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 14,608	\$ 175,296
THIRD OPTION PERIOD – TOTAL PRICE					\$ 366,000

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 110.00
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$ 17,855	\$ 214,620
2	General Maintenance and Support for CAC	12	Monthly	\$ 1,225	\$ 14,700
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$ 14,974	\$ 179,688
THIRD OPTION PERIOD – TOTAL PRICE					\$ 409,008

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$ 115.00
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$ 148,996	148,992
FIRST OPTION PERIOD – TOTAL PRICE	\$ 318,288	193,288
SECOND OPTION PERIOD – TOTAL PRICE	\$ 342,108	342,128
THIRD OPTION PERIOD – TOTAL PRICE	\$ 366,000	
FOURTH OPTION PERIOD – TOTAL PRICE	\$ 409,008	
BASIS OF AWARD	\$ 1,584,400.00	1,459,416

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS

Set forth below is the full name and the location of the place of business and the California contractor license number of each Subcontractor whom the Contractor proposes to subcontract portions of the work in excess of one-half of one percent, and the portion of the work which will be done by each Subcontractor for each subcontract.

NOTE: The Bidder understands that if the Bidder fails to specify a subcontractor for any portion of the work to be performed under the contract in excess of one-half of one percent of the bid, the Bidder shall be deemed to have agreed to perform such portion, and that the Bidder shall not be permitted to sublet or subcontract that portion of the work except in cases of public emergency or necessity, and then only after a finding, reduced to writing as a public record of the Awarding Authority, setting forth the facts constituting the emergency or necessity in accordance with the provision of the Subletting and Fair Practices act (Section 4100 et seq. of the California Public Contract Code).

The "Business Name and Address", California contractor license number, and "Portion of Work to be Subcontracted" that will be done by each subcontractor are required at time of bid. The remainder of the information shall be submitted by email to the listed contact for this solicitation within 24 hours of bid submittal.

If no subcontractors are to be employed on the project, enter the word "NONE".

PORTION OF WORK TO BE SUBCONTRACTED			SUBCONTRACTOR		
Item #	Description of Work	% of Total Contract	Business Name and Address	License #, Classification(s), and Expiration Date	DIR Registration No.
1	preventative maintenance service, meeting support	2%	Audio Associates of San Diego	728789	100002509
2	cable runs, display mounting, equipment sales	1%	Semper Fi Voice and Data Systems	916053	1000032951

Total Percent SUBCONTRACTED: 3%

SUBMIT THIS COMPLETED FORM AS PAGE 7 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – DESIGNATION OF SUBCONTRACTORS

DESIGNATION OF SUBCONTRACTORS
DEPARTMENT OF INDUSTRIAL RELATIONS INFORMATION

BUSINESS NAME (PRIME)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
Presentation Products, Inc. DBA Spinitar	100002995	kevin.allen@spinitar.com

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/>	ASBESTOS	<input type="checkbox"/>	BOILERMAKER	<input type="checkbox"/>	BRICKLAYERS	<input type="checkbox"/>	CARPENTERS
<input type="checkbox"/>	CARPET/LINOLEUM	<input type="checkbox"/>	CEMENT MASONS	<input type="checkbox"/>	DRYWALL FINISHER	<input type="checkbox"/>	DRYWALL/LATHERS
X	ELECTRICIANS	<input type="checkbox"/>	ELEVATOR MECHANIC	<input type="checkbox"/>	GLAZIERS	<input type="checkbox"/>	IRON WORKERS
<input type="checkbox"/>	LABORERS	<input type="checkbox"/>	MILLWRIGHTS	<input type="checkbox"/>	OPERATING ENG	<input type="checkbox"/>	PAINTERS
<input type="checkbox"/>	PILE DRIVERS	<input type="checkbox"/>	PIPE TRADES	<input type="checkbox"/>	PLASTERS	<input type="checkbox"/>	ROOFERS
<input type="checkbox"/>	SHEET METAL	<input type="checkbox"/>	SOUND/COMM	<input type="checkbox"/>	SURVEYORS	<input type="checkbox"/>	TEAMSTER
<input type="checkbox"/>	TILE WORKERS						

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
Audio Associates of San Diego	100002509	pspencer@audioassociates.com

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/>	ASBESTOS	<input type="checkbox"/>	BOILERMAKER	<input type="checkbox"/>	BRICKLAYERS	<input type="checkbox"/>	CARPENTERS
<input type="checkbox"/>	CARPET/LINOLEUM	<input type="checkbox"/>	CEMENT MASONS	<input type="checkbox"/>	DRYWALL FINISHER	<input type="checkbox"/>	DRYWALL/LATHERS
X	ELECTRICIANS	<input type="checkbox"/>	ELEVATOR MECHANIC	<input type="checkbox"/>	GLAZIERS	<input type="checkbox"/>	IRON WORKERS
<input type="checkbox"/>	LABORERS	<input type="checkbox"/>	MILLWRIGHTS	<input type="checkbox"/>	OPERATING ENG	<input type="checkbox"/>	PAINTERS
<input type="checkbox"/>	PILE DRIVERS	<input type="checkbox"/>	PIPE TRADES	<input type="checkbox"/>	PLASTERS	<input type="checkbox"/>	ROOFERS
<input type="checkbox"/>	SHEET METAL	<input type="checkbox"/>	SOUND/COMM	<input type="checkbox"/>	SURVEYORS	<input type="checkbox"/>	TEAMSTER
<input type="checkbox"/>	TILE WORKERS						

BUSINESS NAME (SUB)	DIR REGISTRATION NO.	EMAIL ADDRESS (Point of Contact for <u>this</u> Project)
Semper Fi Voice and Data	1000032951	hacosta@semperfivds.com

CLASSIFICATIONS TO BE USED FOR THIS PROJECT:

<input type="checkbox"/>	ASBESTOS	<input type="checkbox"/>	BOILERMAKER	<input type="checkbox"/>	BRICKLAYERS	<input type="checkbox"/>	CARPENTERS
<input type="checkbox"/>	CARPET/LINOLEUM	<input type="checkbox"/>	CEMENT MASONS	<input type="checkbox"/>	DRYWALL FINISHER	<input type="checkbox"/>	DRYWALL/LATHERS
X	ELECTRICIANS	<input type="checkbox"/>	ELEVATOR MECHANIC	<input type="checkbox"/>	GLAZIERS	<input type="checkbox"/>	IRON WORKERS
<input type="checkbox"/>	LABORERS	<input type="checkbox"/>	MILLWRIGHTS	<input type="checkbox"/>	OPERATING ENG	<input type="checkbox"/>	PAINTERS
<input type="checkbox"/>	PILE DRIVERS	<input type="checkbox"/>	PIPE TRADES	<input type="checkbox"/>	PLASTERS	<input type="checkbox"/>	ROOFERS
<input type="checkbox"/>	SHEET METAL	<input type="checkbox"/>	SOUND/COMM	<input type="checkbox"/>	SURVEYORS	<input type="checkbox"/>	TEAMSTER
<input type="checkbox"/>	TILE WORKERS						

SUBMIT THIS COMPLETED FORM AS PAGE 8 OF THE BID

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION SUMMARY

This DVBE Subcontractor Participation Summary is required to document Bidder's/Offeror's (Offeror) compliance with the DVBE participation goals set forth in Board Policy B-39a.

All Offerors must complete this section	
Offeror:	Presentation Products, Inc DBA Spinitar
Offeror's Representative:	Kevin Allen

Exemptions (complete only if Offeror qualifies for one of the exemptions below)	
Offeror is exempt from DVBE Subcontractor Participation Requirements in accordance with Board Policy B-39a because Offeror is a:	
<input type="checkbox"/>	Government Agency
<input type="checkbox"/>	Nonprofit Organization
<input type="checkbox"/>	Small Business Enterprise (SBE), pursuant to Board Policy B-53 State of California SBE Certification #: _____
<input type="checkbox"/>	Veteran Owned Business (VOB), pursuant to Board Policy B-39a VOB status due to certification as a: <input type="checkbox"/> DVBE - State of California Certification #: _____ <input type="checkbox"/> VOSB - U.S. VA Certification #: _____ <input type="checkbox"/> SDVOSB - U.S. VA Certification #: _____

DVBE Compliance (complete if Offeror claimed no exemption above)	
<input type="checkbox"/>	Offeror will self-perform 100% of the services.
<input checked="" type="checkbox"/>	Complete and attach DVBE Subcontractor Participation Plan
<input checked="" type="checkbox"/>	Complete and attach Documentation of Good Faith Effort (Optional if Offeror has met or exceeded the 3% DVBE Subcontractor Participation goal)

Offeror must provide additional supporting documentation upon request.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
DEPARTMENT GENERAL SERVICES
AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

SECTION A - DVBE SUBCONTRACTOR PARTICIPATION PLAN

Presentation Products, Inc

Offeror: DBA Spinitar Offeror Representative: Kevin Allen

Project Title: Audio Visual System Full Maintenance Services

ITEM NO.	DESCRIPTION OF WORK, SERVICE OR MATERIAL	NAME, ADDRESS, TELEPHONE NUMBER AND CERTIFICATION NUMBER OF CERTIFIED DVBE TO BE USED	DOLLAR AMOUNT TO BE PAID THIS DVBE
1.	Equipment Installation, cabling pulling, cable termination, equipment sales	Name: <u>Semper Fi Voice & Data Systems</u>	\$ 32,000
		Address: <u>2121 Enterprise St Escondido, CA 92029</u>	
		Telephone #: <u>760-889-9679</u> Certification #: <u>48747</u>	
2.	Preventative Maintenance, equipment installation, meeting support	Name: <u>Audio Associates of San Diego</u>	\$16,000
		Address: <u>1497 Jayken Way, Chula Vista, CA</u>	
		Telephone #: <u>619-461-9469</u> Certification #: <u>1477</u>	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
		Name:	
		Address:	
		Telephone #: Certification #:	
TOTAL AMOUNT TO CERTIFIED DVBE			\$ 48,000

Use additional sheets if necessary. Compute utilization on last sheet.

Sheet 1 of 1 (complete if submitting more than one sheet)

COMPUTATION OF UTILIZATION AND COMPARISON WITH THE SUBCONTRACTOR PARTICIPATION GOAL	
$\frac{\text{Total Amount to Certified DVBE}}{\text{Total Bid/Proposal}} \times 100 = \text{Percent of Utilization}$	Goal = 3%
$\frac{48,000}{1,584,400} \times 100 = 3.03\%$	Submit Documentation of Good Faith Effort if goal is not met.
$\frac{48,000}{1,459,416} \times 100 = 3.29\%$	

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	Vickers Techology Corp	10/31/16 Telephone	yes
2.	Certified Supply Company	11/8/16 email	yes
3.	Professional Telecommunications Services, Inc	11/8/16 email	yes
4.	Audio Associates of San Diego	11/8/16 email	yes
5.	Sunset Cliffs Productions	11/8/16 email/phone	yes
6.	Systems Unlimited	11/8/16 email	yes
7.	My Office Government Services	11/8/16 email	yes
8.	SmartBuilding IQ	11/8/16 email	yes
9.	JL Audio Video Consultants	11/8/16 email	no
10.	Burgess Innovation Management	11/8/16 email	no
11.	Strato Communications, Inc	11/8/16 email	yes
12.	CCITE Inc	11/8/16 email	no
13.	Semper Fi Network Cabling, Inc	11/8/16 Telephone	yes
14.	Visual Systems & Services	11/8/16 email	no
15.	Semper Fi Voice & Data Systems	11/8/16 email/phone	yes

Sheet 1 of 2 (complete if submitting more than one sheet)

B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE

COUNTY OF SAN DIEGO – REQUEST FOR BID (RFB 7702)
 DEPARTMENT GENERAL SERVICES
 AUDIO VISUAL SYSTEMS FULL MAINTENANCE SERVICES

DOCUMENTATION OF GOOD FAITH EFFORT- Page 1 of 2

A. List potential DVBEs that the Offeror solicited for participation in this contract along with dates. Use additional sheets if necessary.

	Certified DVBE Firm	Date of Contact (Mail, Fax, Telephone, etc)	Responded (Yes/No)
1.	Disabled Veterans Business Alliance	10/31-11/8 email/phone	yes **
2.	** The DVBA is a non profit organization who's goal is to assist DVBE's in finding opportunities. The Executive Director wasn't aware of any of the members who were qualified for the scope of this contract,		
3.	but posted it on their Job Board anyway.		
4.	BP Telcom Services	11/11 - 11/14 email/phone	yes
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

Sheet 2 of 2 (complete if submitting more than one sheet)

B. DVBE Solicitations

Solicitation Sample:

Offeror must attach a sample of the solicitation sent to certified DVBE firms. If phone contact was made, document conversation: date, time, contact person, and business opportunities discussed.

THIS FORM SHALL BE SUBMITTED WITH BID ON THE DUE DATE



Audio, Visual and Communication Solutions

Corporate Office
16751 Knott Avenue
La Mirada, CA 90638
www.spinitar.com



RFB 7702
Department of General Services
County of San Diego

DVBE Good Faith Effort Participation Plan
Presentation Products, Inc DBA Spinitar

Process

Spinitar completed a good-faith-effort to meet the DVBE participation requirement of this bid. Not being a certified DVBE, California DGS was contacted to obtain possible DVBE subcontractors capable of providing the services required in the scope of work. A search of the DGS website for certified DVBE companies with AV experience resulted in a downloadable list of possible companies (attachment 1). Those companies were initially contacted via email (sample attached #2). Follow up phone conversations were held with those interested. Spinitar employed a vetting process to determine the subcontractor capabilities to provide value support to the contract. Responses and results were recorded on the DVBE list

Participation Plan

From the vetting process employed, we identified two subcontractors to include in our DVBE Participation Plan. Located in San Diego County, Audio Associates is a full service AV integration company with service and support experience. They are capable of providing a full range of support including PMs, meeting support, and onsite diagnosis/trouble shooting.

Semper Fi Voice & Data is a San Diego County business experienced in County facility support. They are not a full service AV service integrator but are experienced in supplying the County with display mounting and cable run/termination services. They will be an integral part of upgrades and equipment replacement.

Using Spinitar experience with San Diego COC and CAC, Spinitar will train the sub-contractors while performing the requirements of RFB 7702 Scope of Work. This process will determine what services the subcontractors are capable of performing without comprising quality of the services to be provided.

Kevin Allen, CTS Service Account Manager
kevin@spinitar.com
(714) 367-2942 direct • (714) 393-1581 cell
16751 Knott Avenue, La Mirada, CA 90638

RFB 7702
DVBE Participation
Presentation Products, Inc DBA Spinitar

Certification ID	Business Name	First Name	Last Name	Certification Type	URLID	Telephone	City	Notes:
58200	VICKERS TECHNOLOGY CORPORATION	John	Vickers	DVBE	http://www.vickerstechnology.com	6193349033	CREST	10/26/16. Telephone conversation with John Vickers. He is in Northern California. Not interested but recommended that I contact the Disabled Veterans Business Alliance. I finally made contact after 4 voice mail messages and 3 emails. Executive Director is not aware of any members that meet these requirements. Will post a notice on their job board just in case.
1034618	CERTIFIED SUPPLY INC	Joseph	Maloney	DVBE	www.certified-supply.com	510/717-0791	LAFAYETTE	(11/8/16) Located in Northern California, based on website, they don't appear to have a SoCal location. Emailed Joe (10/26/16) Spoke with John Vickers. Not his territory. Recommended contacting Disabled Veterans Business Alliance. Fin
1229280	PROFESSIONAL TELECOMMUNICATIONS SERVICES, INC.	Jeff	O'Brien	DVBE	http://www.ptsca.net	925/447-5100	LIVERMORE	(11/8/16) emailed Jeff O'Brien. RESPONSE 11/8: interested. Phone conversation. Not capable of troubleshooting, repair. Only can do cabling and termination. Not interested. Out of his territory.
1477	AUDIO ASSOCIATES	Sundi	Browne	DVBE , SB(Micro)	http://www.audioassociates.com	619/461-9445	CHULA VISTA	(11/8/16) phone call Sundi Browne, referred to owner Pete Spencer pspencer@audioassociates. (11/8) emailed Pete. (11/12) Subsequent phone conversations. Interested, located in SD County and capable of providing a full complement of AV support services.
1470800	SUNSET CLIFFS PRODUCTIONS	Gerald	Encoe	DVBE	http://www.sunsetcliffsproductions.com	6192069867	SAN DIEGO	(11/8/16) emailed Gerald Encoe. (video production, events) Not capable.
1587160	SYSTEMS UNLIMITED	Jeremy	Simpson	DVBE	http://www.systems-unlimited.com	818/396-7619	CANYON COUNTRY	(11/8/16) emailed Jeremy Simpson. (IT) 11/9/16 Email response, interested, north of LA. Emailed him scope, subcontractors requirements requesting quote. He's not located in a good area.
1740967	MY OFFICE GOVERNMENT SERVICES	Daniel Blaine	Taylor	DVBE	http://www.myofficegs.com	858/204-5444	SAN DIEGO	(11/8/16) emailed Dan Blaine Taylor. (general office services) (11/10) responded. Not capable of providing service required.
1753212	SMARTHOME IQ	Jabar	Mckellar	DVBE	http://www.smarthomeiq.com	9259970439	DUBLIN	(11/8/16) emailed Jabar. (Smart Home Technology for business and residential) (11/9) responded. Interested but not capable of providing services required.
1756142	JL AUDIO VIDEO CONSULTANTS	Leonard	Kizirian	DVBE		5598030512	FRESNO	(11/8/16) emailed Leonard. (no website). 11/9/16 email reply. Outside of his service area, but knows some subcontractors that could provide the work. I replied twice asking if they were DVBE certified. No response. (11/11) finally responded, not interested.
1789657	BURGESS INNOVATION MANAGEMENT	Robert	Burgess	DVBE , SB(Micro)		707/803-8738	FAIRFIELD	(11/8/16) emailed Robert. (product reseller)
1790894	StratoGov	Peter	Carruth	DVBE , SB(Micro)	http://www.stratogov.com	(916) 476-8646	SACRAMENTO	(11/8/16) emailed Peter. (IT, Telecom). (11/9) responded. Very interested but can't really provide services required. Referred me to Burt Price, PB Telco who is head of the DVBA Orange County chapter. Interested, but it didn't make financial sense for him.
1798873	CCITE INC	Stephn	Ticknor	DVBE		9256836829	DANVILLE	(11/8/16) emailed Stephen. (computer, IT) no response
1802290	SEMPER FI NETWORK CABLING INC	Hector	Acosta	DVBE , SB(Micro)		Vo	ESCONDIDO	(11/8/16) emailed Hector Acosta. Responded, subsequently agreed to support
22089	VISUAL SYSTEMS & SERVICES	Jim	Hackett	DVBE , SB(Micro)	http://www.visusys.com	6612426995	VALENCIA	(11/8/16) emailed Jim. No response.
30090	WILLIAMS USA INC	Philip	Williams	DVBE , SB(Micro)	http://www.williamscom.com	866/828-6763	WINDSOR	Construction supplies. No C7. no attemp made, not suitable
33543	THE JERNIGAN GROUP/VMG	Jack	Jernigan	DVBE , SB(Micro)	http://thejernigangroup.com/	5308738083	MAGALIA	N/A public affairs, advertising, media production
32672	CCCG TECHNOLOGIES	William	Moon	DVBE , SB(Micro)		5308673421	WOODLAND	no website, didn't contact. N/A
48747	SEMPER FI VOICE & DATA SYSTEMS	Hector	Acosta	DVBE , SB(Micro)	http://www.semperfidvs.com	7608899679	OCEANSIDE	Duplicate
1800180	BP Telcom Service	Burt	Price	DVBE, SB (Micro)				(11/10) phone contact, referred by Pete Carruth. Interested, but didn't feel it made financial sense for him. Wouldn't be able to provide significant compents of the SOW.

Kevin Allen

From: Kevin Allen
Sent: Tuesday, November 8, 2016 3:13 PM
To: 'hacosta@semperfivds.com'
Subject: AV Sub-Contractor

Hi Hector,

I obtained your information off of the California DGS website as a DVBE certified entity. I'm looking for a sub-contractor to provide AV system service and support in San Diego, CA. Are you interested/capable in providing that support? Please respond even if you aren't interested, capable or outside of this service area?

Don't hesitate to call me if you have questions and thanks for taking your time!

Regards,

Kevin



Kevin Allen, CTS

Service Account Manager
D: 714.367.2942
M: 714 393-1581
kevin.allen@spinitar.com



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REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

FOURTH OPTION PERIOD FROM JULY 1, 2020 THROUGH JUNE 30, 2021

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$	\$
2	General Maintenance and Support for CAC	12	Monthly	\$	\$
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$	\$
THIRD OPTION PERIOD – TOTAL PRICE					\$

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$
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PRICING SUMMARY

INITIAL TERM PERIOD – TOTAL PRICE	\$
FIRST OPTION PERIOD – TOTAL PRICE	\$
SECOND OPTION PERIOD – TOTAL PRICE	\$
THIRD OPTION PERIOD – TOTAL PRICE	\$
FOURTH OPTION PERIOD – TOTAL PRICE	\$
BASIS OF AWARD	\$

SUBMIT THIS COMPLETED FORM AS PAGE 6 OF THE BID

REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE

SECOND OPTION PERIOD FROM JULY 1, 2018 THROUGH JUNE 30, 2019

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$	\$
2	General Maintenance and Support for CAC	12	Monthly	\$	\$
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$	\$
SECOND OPTION PERIOD – TOTAL PRICE					\$

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$
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THIRD OPTION PERIOD FROM JULY 1, 2019 THROUGH JUNE 30, 2020

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$	\$
2	General Maintenance and Support for CAC	12	Monthly	\$	\$
3	Onsite Chambers Technical Services (1000 per year)	12	Monthly	\$	\$
THIRD OPTION PERIOD – TOTAL PRICE					\$

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$
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SUBMIT THIS COMPLETED FORM AS PAGE 5 OF THE BID

**REQUEST FOR BID (RFB) 7702
DEPARTMENT OF GENERAL SERVICES
AUDIO VISUAL SYSTEM FULL MAINTENANCE SERVICES
SECTION A – PRICING SCHEDULE**

PW = 4258

INITIAL TERM PERIOD FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	6	Monthly	\$	\$
2	General Maintenance and Support for CAC	6	Monthly	\$	\$
3	Onsite Chambers Technical Services (500 hours per 6 months)	6	Monthly	\$	\$
INITIAL TERM PERIOD – TOTAL PRICE					\$

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$
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4358

FIRST OPTION PERIOD FROM JULY 1, 2017 THROUGH JUNE 30, 2018

Line Item	Description	Quantity	Unit of Measure	Unit Price	Extended Price
1	General Maintenance and Support for COC	12	Monthly	\$	\$
2	General Maintenance and Support for CAC	12	Monthly	\$	\$
3	Onsite Chambers Technical Services (1000 hours per year)	12	Monthly	\$	\$
FIRST OPTION PERIOD – TOTAL PRICE					\$

Below Price will not be taken into consideration as part of the basis of award. However, Contractor is required to submit pricing to be considered responsive.

Hourly Rate to Add Future Sites	\$
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SUBMIT THIS COMPLETED FORM AS PAGE 4 OF THE BID